

latitude

38

The Northern California Sailing Sheet

VOL. 5 AUGUST



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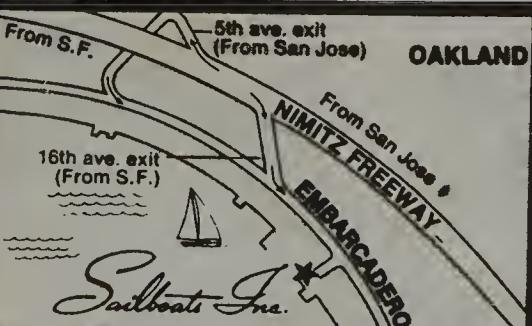
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34' Columbia I	26,800
32' Great Lakes	24,500
30' Pearson	26,995
30' Pearson	25,995
30' Pearson	26,500
30' Columbia	24,995
30' Coronado	24,000
30' Coronado	21,900
30' Coronado	19,850
30' Lancer	21,995
28' Islander	29,995
27' Dufour	24,995
26' Pearson	14,250
26' Columbia	9,800
26' Columbia I	10,900
26' Columbia	9,650
26' Columbia	8,995
26' Seaquest	9,500
25' Lancer	9,995
24' Bahama	7,500
24' Dufour	14,995
23' Aquarius	4,995
23' O'Day	5,600
23' Columbia	6,500
23' Coronado	6,200
23' Coronado	5,995
23' Columbia	5,750
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17' Kozar	1,700

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BY C&C

Includes diesel inboard, dacron main & jib, mainsail cover, double bow & stern pulpits, double lifelines, center cabin hatches, winches, anodized spars, ball bearing traveller, sink in head, opening port in head, table, queen berth, carpeting, stove w/oven, tinted windows, marine head, 2-tone deck, teak interior, decorator upholstery, anti-fouling paint, freight & commissioning. This is one of the few high-quality Willard built Lancers. Don't miss it at only \$21,995.00

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180 MONTHS, NO. 3395, PLUS SALES TAX,
DOWN, 10.0% SIMPLE INTEREST LOAN,
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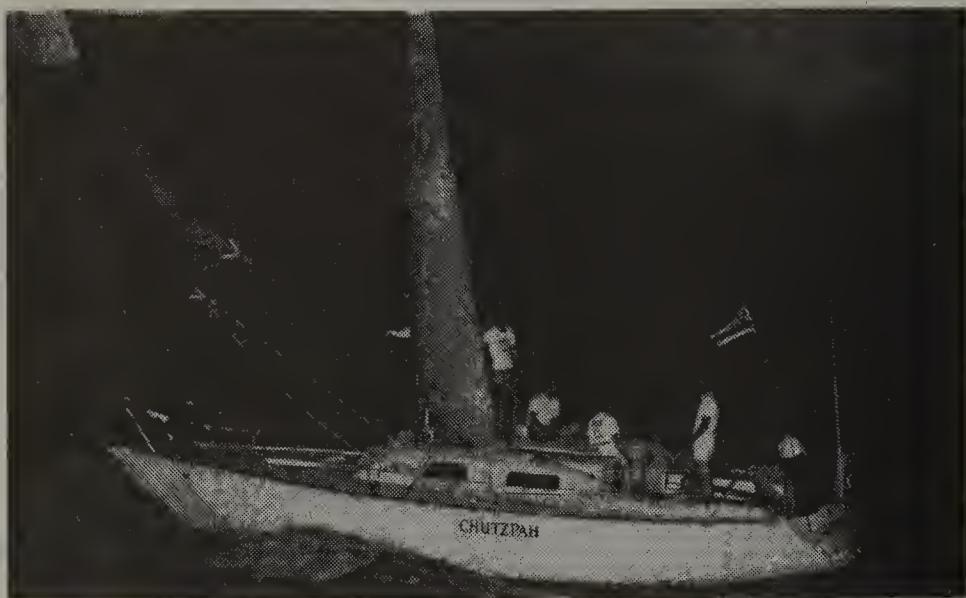
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When you buy our sails for your boat, they are custom sails. They are designed and built specifically for your boat, the conditions in which you expect to sail, and the kind of sailing you do.

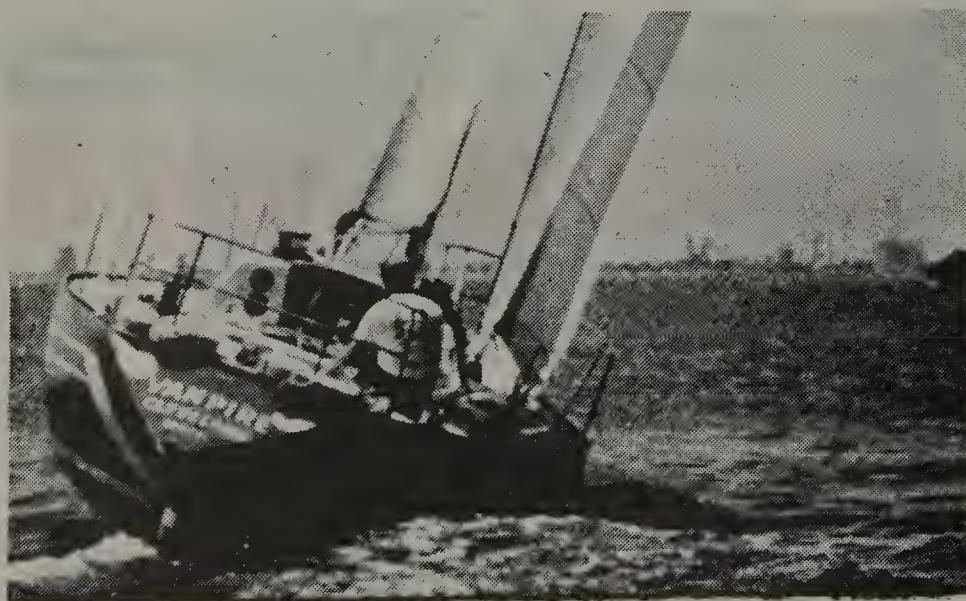
They are not computerized shelf sails.

One thing only a custom loft can provide, is the personal touch and the true custom sail. It is that little something which makes our sails the kind of sails theirs cannot catch.

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of your boat, we have*

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DON WILSON
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2B6



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Besides being the exclusive bay area dealer for the Bahama 26 and Bahama 30, we also feature the other famous members of the Islander family:

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21' AQUARIUS	1973 w/trailer	\$4,350
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23' AQUARIUS	1974 w/trailer	\$7,500
25' CORONADO	two from	\$6,750
26' FRISCO FLYER	Cheoy Lee	\$13,900
26' COLUMBIA	9.9 H.P. O/B	\$10,900
26' REINELL	Press. Water	\$10,000/Offer
28' ISLANDER	Show Boat	\$28,500
28' NEWPORT	Diesel, electronics	\$22,000
26' & 29' RANGERS		Inquire
29' TRITON	5 Sails	\$13,900
36' ISLANDER	Bay champion	Partnership

ISLANDER 26

ISLANDER 28

ISLANDER 32

ISLANDER 36

Northern California's favorite Islander dealer also features the ageless Sparkman/Stevens' 24' trailerable, the:

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Don Wilson

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11 EMBARCADERO WEST - PORTOBELLO
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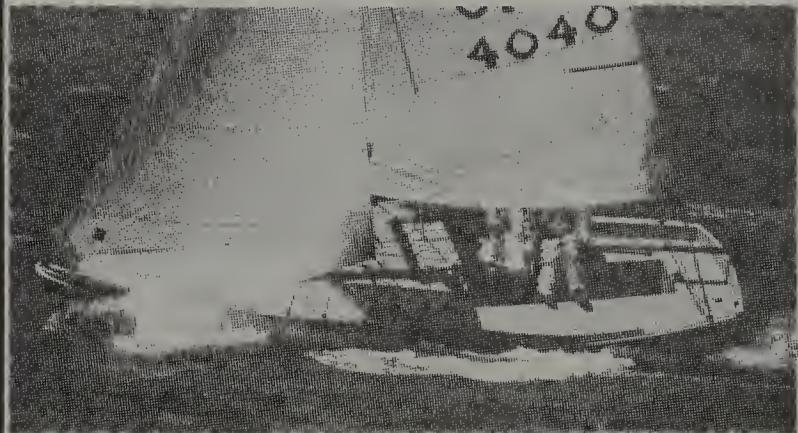
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COVER PHOTO: TRANSPAC RECORD-SMASHER, MERLIN
by CHRIS PENN

★ HELMSMAN YACHT CENTER ★

CAL BOATS ★ YACHT BROKERS



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Demo — Compass, boom vang, antenna on mast, anchor, boom cover & other equipment.
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SPITZGATTER 26, diesel.....	13,000
PALMER JOHNSON 30	35,000/Offer
WESTSAIL 32.....	55,000/Offer
CAL 34.....	27,000/Offer



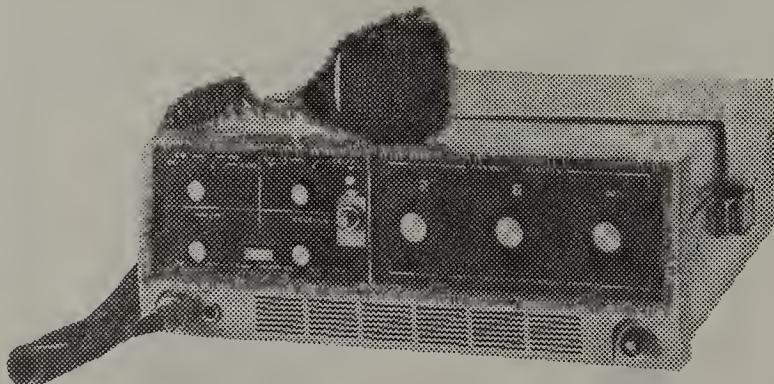
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The Ray-50A VHF/FM is fully synthesized and programmed for any port in the world, featuring 56 transmit and 96 receive channels, plus 4 weather channels. Designed for the yachtsman or commercial operator, the Ray-50A has large, easy to use controls to minimize operator error. Its exclusive SEAWATCH circuit automatically monitors channel 16 and any other selected channel. Power output is a full 25 watts, the legal maximum. For dual-station installations, a full-capability remote unit is optional. The most advanced warranty in the marine electronics industry covers the Ray-50A, and you can get Raytheon service all over the world. Now that you can afford to specify Raytheon, can you afford not to? Come in and get more details on this new, economical Raytheon VHF/FM radiotelephone.



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Do you have an old sail that needs revitalization? When you bring it to Mitchell, you get the same expertise that contributed to the successes of many boats in the 1977 TransPac and SORC. Call us for a free estimate and evaluation.



Mitchell Sails makes frequent use of the west coast's largest swiveling test spar. The spar is an invaluable tool for determining recuts of old sails (like the Ranger 37 main in the photo) as well as testing the cut of our new sails.



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Sausalito, California 94965
415 332-4104

EDITORIAL

Looking over some old issues of Yachting Magazine we came across a salty quip. Apparently a sailor from back east was out here for a big race. "It sure does blow out here on San Francisco Bay" he said to a local. "No", was the reply, "the valley sucks." Ho, ho! But not exactly true. We really appreciate the many subscriptions we've received from sailors in the Central Valley who commute to the bay area on weekends. You'd be surprised how many salts there are in Modesto.

Latitude 38 is being distributed a few days late this month, we wanted to wait and see how Merlin and the other local boats fared in the TransPac. Right now we know that Merlin didn't do too badly, and we hope to get results on other boats in the mail tomorrow. See the TransPac story in this issue.

"Changes in Latitudes" and "Sightings" will not appear in this issue, we just don't have the space. They will be back next month. We're getting some interesting material from the south Pacific as well as some great looking stamps. We've gotten good response on the "Changes" section from our readers and we would be most grateful if you would inform us if you or your neighbors are planning on leaving for a cruise in the near future. We'd like to include them in Latitude 38.

Our well known subscription form is included in this issue, just as it was in the last. If you like to doodle, why not do it on our form and toss it our way — it sure helps. Thank you.

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I LIVE AT _____

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The Northern California Sailing Sheet

Richard Spindler - Editor & Publisher

Kathy McCarthy - Advertising Manager

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\$23,750

LOA 30'
DWL 23'8"
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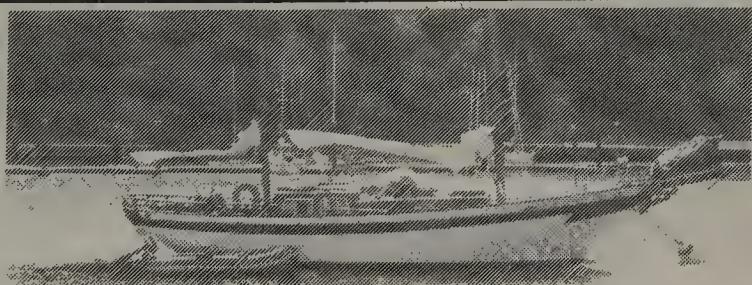
NATION'S LARGEST ISLANDER / FREEPORT

DEALER PROUDLY PRESENTS ISLANDER'S NEWEST:

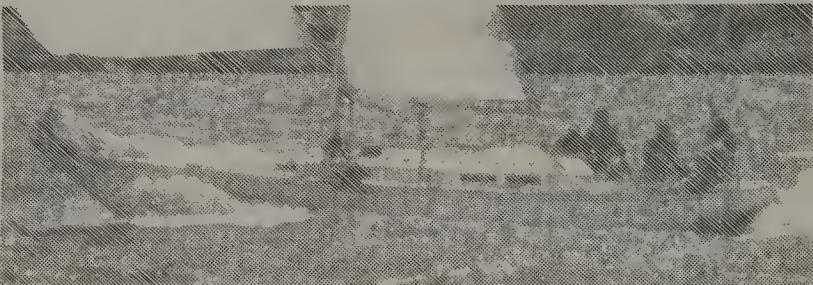
NEW! FREEPORT 36!

EXCLUSIVELY AT SAILBOATS/SAUSALITO

FANTASTIC NEW WORLD CRUISER! SPACIOUS SISTER TO THE POPULAR FREEPORT 41.



MARINER 35



C&C 41

ISLANDER CLIPPER 44	Traditional Wood	\$40,000
COLUMBIA 43	We have two of these famous designs	49,500
C&C 41	Lavishly equipped Ocean Racer/Cruiser	75,000
FREEPORT 41	Heavily equipped, below replacement	89,500
CONCORDE 40	Power Cruiser, Radar, Two Nav. stations	69,500
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MARINER 35	Magnificent Wood World Cruiser	44,000
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I.C.	Fiberglass Version of Famous Racing Class	13,000
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BUCCANEER 32	1976 Boat Show Headliner, Diesel	36,500

ALBERG ODESSEY 30	Rigged for Offshore	34,500
INTERNATIONAL 210	Salty East Coast Day Racer	4,750
GEARY CUTTER 30	Cedar Over Oak, Vane, 5 Sails	14,500
CAL 29	7 Sails, VHF, DF, KM, 8 Barlows	25,500
COLUMBIA 28	Very Sharp, O/B, Lot of Room	12,500
ISLANDER 28	Volvo Diesel, 4 Sails, 7 Barlows, Elect.	29,500
ERICSON 27	Inboard, Full Instrumentation	21,000
BUCCANEER 27	Absolutely Loaded, Diesel, Pedestal	19,000
TARTAN 27	Clean! Atomic 4. Full Keel. Windlass.	21,500
COLUMBIA 26	4 Sails, Johnson 6 H.P., Clean	10,500
NORDIC FOLKBOAT	Fiberglass Version,	12,500
SEXTANT 25	Heavy F/G Offshore Cruiser, Inboard.	10,500
COLUMBIA CHALLENGER	Great Value. Full Keel	5,500

ISLANDER 26, 28, 32, 36! DOWNEAST 32, 38, 45!

BANK FINANCING / 15 YEARS / 10% SIMPLE INTEREST / LOW DOWN

CALENDAR

24 **july**
mora singlehanded race

26 **july**
cal 20 nationals

28 **july**
admiral's cup - england -- go dave allen!

30 **july**
film, "the nature of sail" sausalito c.c.
332-9349

30 **july**
lipton cup - city front -- no this is not soup

6 **august**
el toro nationals, richmond yacht club

11 **august**
coronado nationals, st. francis y.c.

20 **august**
pelicans race at rio vista -- they fly elsewhere

27 **august**
north american ½ ton championships,
metro. y.c. oakland.

29 **august**
laser north americans, st. francis y.c.

30 **august**
o'day picnic cruise -- 523-3707

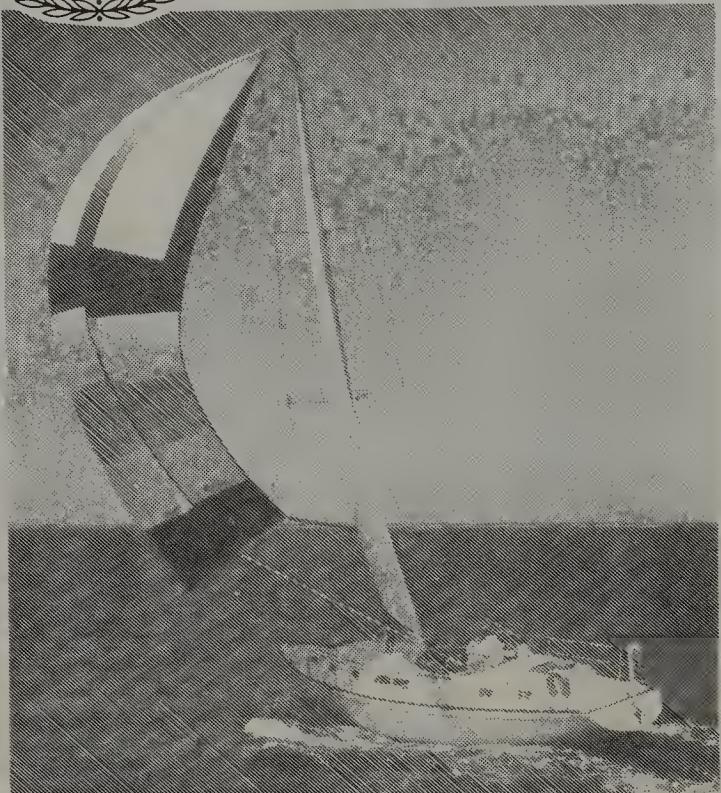
30 **august**
4th annual bathtub race, sponsored by ksfo
—along the oakland embarcadero — clean fun

If you have any knowledge of any events, activities, races or race results that you would like published in Latitude 38, please drop a line to CALENDAR, Latitude 38, P.O. Box 1678, Sausalito, Ca. 94965. Send it as early as possible, and we'll do our best to get it published as soon as possible.



THE WORLD'S FINEST QUALITY
PRODUCTION YACHTS

37 TO 50 FEET

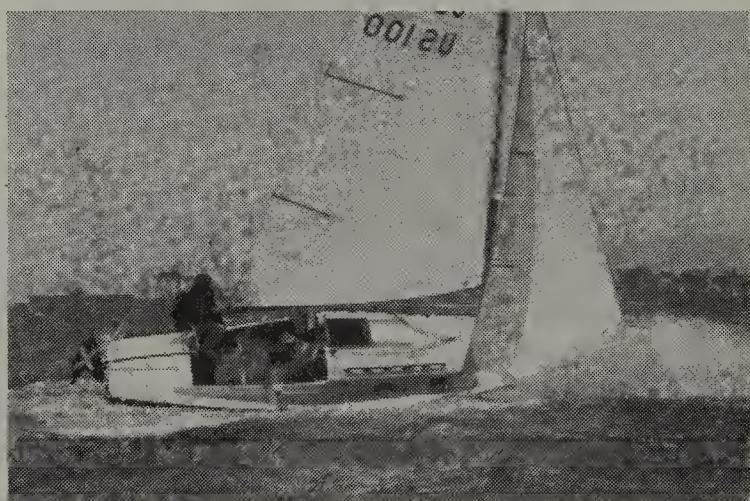


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Nordic **FOLKBOAT**



This new "old" sailboat is an exact duplicate, in molded fiberglass, of the internationally popular NORDIC FOLKBOAT, a proven One Design capable of racing and cruising in all kinds of weather.

It meets all the measurement and weight requirements of the original design.

The only difference is the super-strong and easy-to-maintain fiberglass hull and deck.

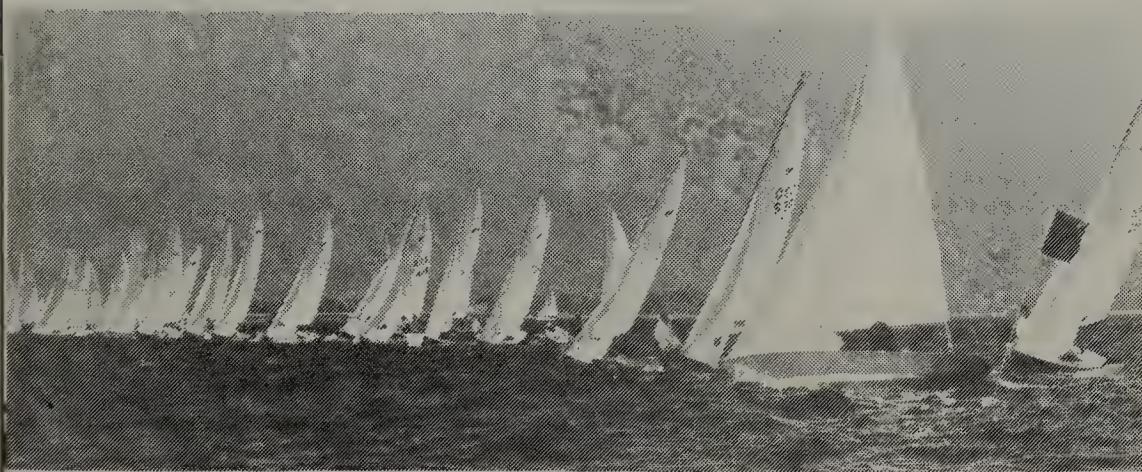
**SVENDSEN'S
BOAT WORKS**



1851 CLEMENT AVE

ALAMEDA 522-2886

RACING SHEET



mercurys

Five bay area Mercury fleets participated in the 4th of a six race series at the St. Francis Y.C. on June 18. Dave Huggins of the Peninsula fleet took 2 firsts in the typical windward/leeward races. Al Kirk was second, Fleming Blucher third. In the second race Blucher took second with Kelly Robinson third.

The Mercurys have been racing on the bay since 1948.

ed thrall perpetual

The International Folkboat Association held its annual Ed Thrall Perpetual Regatta on the 18th & 19th of June, beginning with a cruise to the Encinal Yacht Club in Alameda on Saturday and the actual race on Sunday. Eight boats berthed overnight at the yacht club and sailed across the estuary Sunday morning to Embarcadero Cove where they were joined by four more International Folkboats for the race.

The race took the fleet out the estuary, around Treasure Island (participants could choose either the windward or leeward route around the island), and then back to the start/finish line off Embarcadero Cove. The first three across the line were Wind Song, sailed by two talented teenagers, Nemo and Sucia respectively. Total time for the entire race was about 3 hours.

Despite the bitter cold weather and overcast skies, the Association had a good turn out and the participants had a lot of fun.

2nd annual women's Invitational

The Berkeley Yacht Club invites all women skippers and sailors to participate

in the 2nd Annual Women's Invitational Regatta, Saturday, October 15. The race will be held in the Olympic Circle with MORA, YRA, SYRA, type boats competing on a handicap basis.

Berkeley Yacht Club has encouraged women's racing by sponsoring a regatta since 1970, but formalized the fall race with the Perpetual Cup Trophy Race in 1976. Trophies will be awarded to the first three places in each division, as well as the perpetual cup trophy for the overall winner; all based on corrected elapsed time. Presentations will occur at the Berkeley Yacht Club on the evening of the race.

After the race there will be a cook-it-yourself dinner and the bar will be open. Information and applications are available from Bobbi Tosse at 939-9885 or Betty Ann Barnett at 841-2431.

adams cup

The Adams Cup women's quarter finals were held at Inverness on June 25th. The Richmond Yacht Club team sailed excellently to take first place. The Sausalito Cruising Club finished second and the San Francisco Yacht Club third. The races are held in Flying Scots.

The Semi-Finals will occur on July 29th and 30th, again at Inverness. The winning team will be going to the finals at Little Egg Harbor, New Jersey.

tanzer fleet

Attention please! A Tanzer fleet and activities program is now forming for all owners of Tanzer yachts. Contact Jim or Jackie Winkel at 368-9162 for details.

hawkfarming again

Those race fiends the Hawkfarmers have been at it again, this time the two race series was sponsored by the Aeolian Yacht Club on June 25th. In the first race, HEATWAVE lead to the first 2 marks and was passed by EL GAVILAN when HEATWAVE couldn't find the next mark. EL GAVILAN won by only one second over the wayward HEAT WAVE with MANFACE taking third.

In the second race MERCEDES lead the entire race until the last downwind leg when MANFACE blew by for a one minute victory. MERCEDES was second and EL GAVILAN beat HEATWAVE by a mere second for the second time in a row to take third place. The winds for both races were strong, 25 to 30 knots and gusting to 35 in the second race.

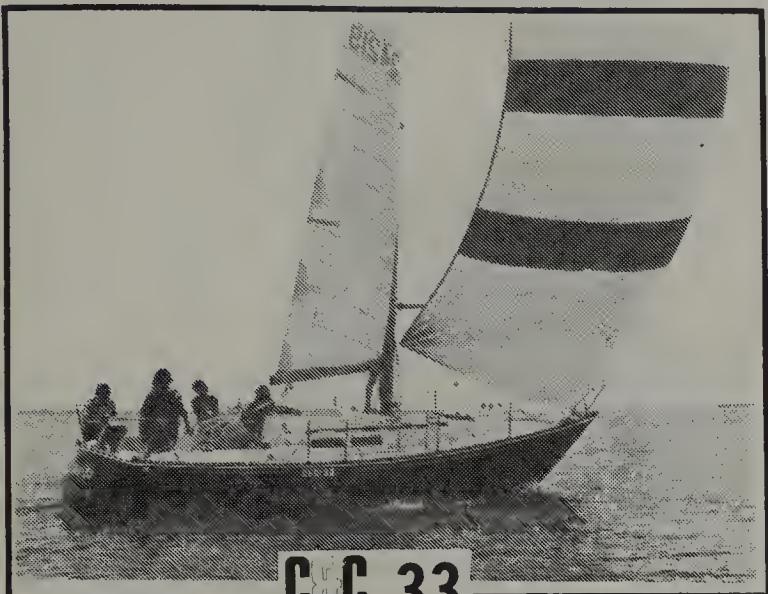
bay pelicans

We received a letter from the Publicity Chairperson from the San Francisco Bay Pelican Racing & Cruising Association informing us of their annual Transbay Race that was held on July 9. They promised to send us results, we haven't got any and are worried that maybe they didn't make it. If you see a San Francisco Bay Pelican, please let us know what happened so we may sleep at night. Thank you.

Pelicans that survived the race or didn't show up, may participate in races scheduled for August 20th at Rio Vista and on September 17th at Vallejo.

TRANSPAC FINAL RESULTS ON PAGE 17

See Our In The Water Boat Show!



C&C 33

The above pictured C&C Yacht is just one example of the beautiful boats we have on display at our sales dock.

ALSO ON DISPLAY

C&C 26

Their very latest design in production. Available with gas or diesel engine and pilot berth layout.

C&C 29

A beautiful racer / cruiser which will rate half-ton but can also be a most accomodating cruiser.

C&C 38

Probably the fastest production boat of her size built. She has beautiful lines that just shout speed and comfort.

R AFIKI 35

Our latest flat out cruiser. She features a full keel, Airex hull, teak decks, Volvo diesel, 4 sails plus much more, all under \$45,000.

R AFIKI 37

A real globe trotter, designed and built to take whatever the sea can dish out. Fifteen sold in eighteen months to people with a little of Josh Slocum in their souls and a quest for adventure in their hearts. Let us show you how you can be next.

MUCH LOVED & SLIGHTLY USED BOATS

Ranger 26 - Former YRA champ, and ready to go again. Nice condition. \$13,900

Cheoy Lee Clipper 33 - Cutter rig, furling headsails, Volvo diesel, good instrumentation, a beautiful cruiser less than 2 years old \$41,500.

Islander 36 - Very well equipped for racing and cruising. Much custom work done on interior. 5 sails, VHF, speedo, fatho., stereo, dodger, much more. \$39,500.

O'Day 27 - 1976. Atomic 4, 3 sails, VHF, log, speedo, fatho., compass, 110V., bow & stern pulpits, ex. condition. \$21,500.

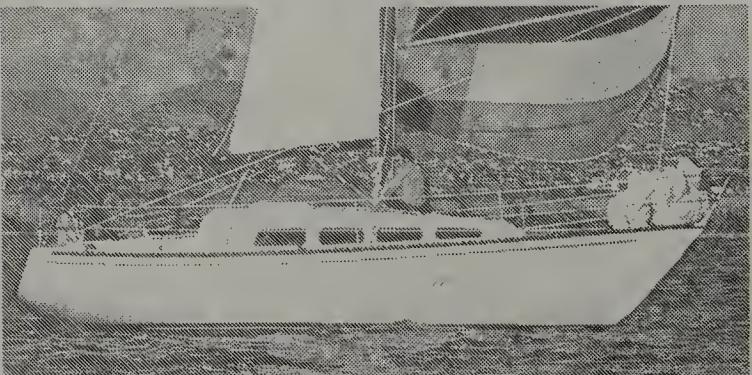
THE YACHT HOUSE

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Looking for a Lady that's

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The LANCER 30 is just what you've been longing for. Her sweet lines make her fast — and your friends green with envy. The LANCER 30's sexy appearance and plush interior make her a big hit with the woman in your life. See her now — there's no better time to fall in love!



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COMPARE TOTALS!		235.35	176.50

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RAWSON 30

**Two
Versions
for '77**

American Construction
Heavy Displacement
Proven over years
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RAWSON PILOTHOUSE 30

Length (hull)	30'6"	Ballast.....	5,000 lbs
Length (water line)	22'	Sail Area (working)	410 sq. ft
Displacement	12,500 lbs.	Designer.....	RAWSON/MONK

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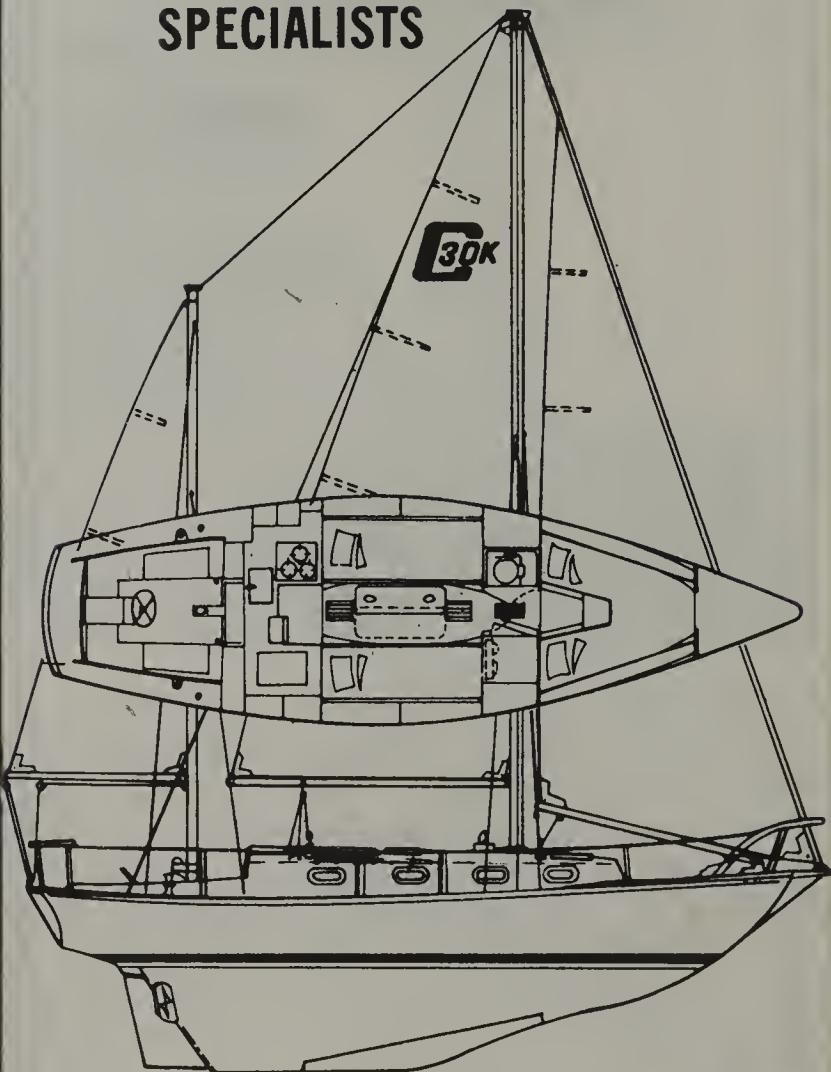


Porta Potti Continental

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DESIGN, 16' & 20'.



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TRANS PAC

**"We were not out to break Windward Passage's
nine-day nine-hour record. We knew we could
beat that one."**

— Bill Lee

TRANS PAC



"The mark we wanted was Eric Tabarly's record of eight days and 13 hours set by his trimaran, Pen Duick IV, in 1969. And we beat that by nearly two hours!"

After just two days of the 1977 TransPac, it was no longer a question of if, but who would break Windward Passage's 1971 record of 9 days, 9 hours, and six minutes. Many boats had been built or rerigged specially for a shot at the elapsed time record, and the early winds gave them the start they needed to break it. Normally the boats slowly creep off the southern California coast in light airs — not this year, the wind was blowing 12 to 18 knots from the Pt. Fermin start and the leaders ran at better than record pace all the way to Honolulu.

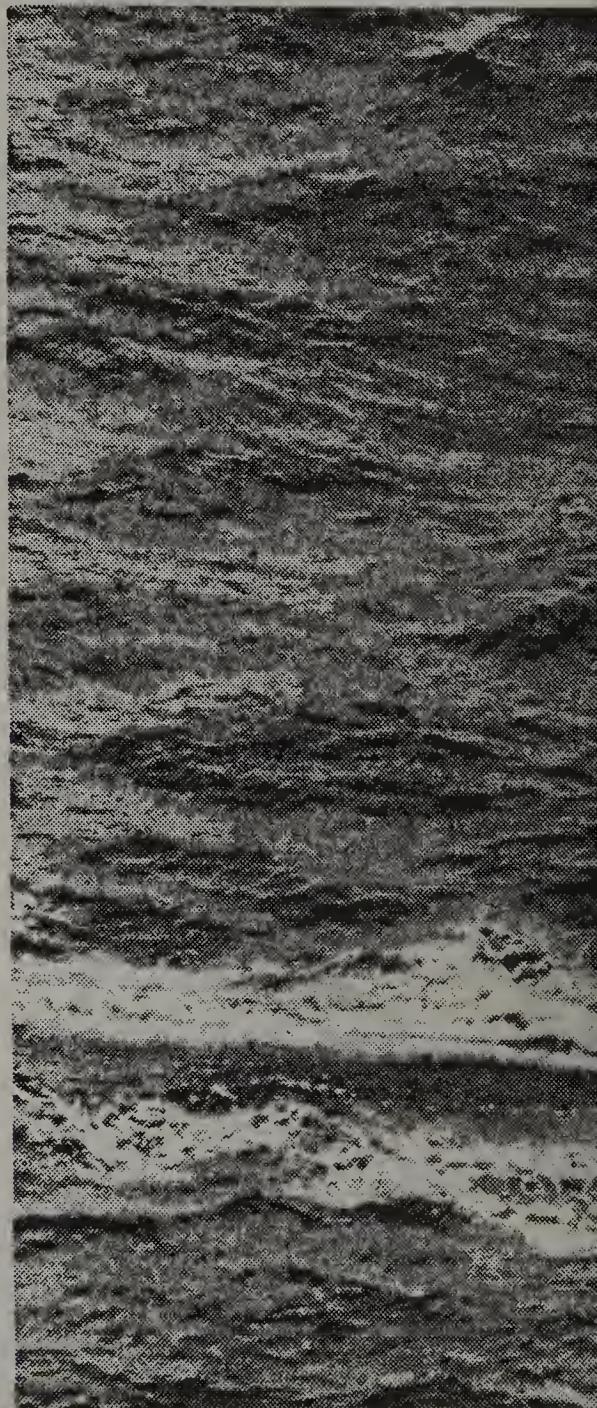
There had been five boats that had been expected to battle for the elapsed time record, and all five of them beat the old

mark. Two of the five, the ultra-lights Merlin and Drifter had been built specifically for a crack at the record, and Merlin smashed it by nearly 22 hours, Drifter second by 17 minutes. Two of the five were 'conventional' boats, the record holder Windward Passage (with new taller masts) and Kialoa, Jim Kilroy's modern 79' ketch - both also broke the old record by approximately 7 hours. The fifth boat was Ragtime, a two-time TransPac winner rigged with a new mast, that came under this year's new 'ultra-light' classification. Ragtime, an 'old' ultra-light not benefitting from the latest technology, is really neither fish nor fowl and finished right in the middle of the five

boats, about 14 hours ahead of the old record.

If you are a believer in the new ultra-light boats like Bill Lee, the results were probably just about what you had expected they would be. But it wasn't easy.

Lee's Merlin has received tremendous pre-race publicity for months and was suffering from the burden of being the out and out favorite. Nobody had heard of Drifter until just before the race for the simple reason that she didn't exist until then. The similarities between Drifter and Merlin are remarkable; the lines and the deck are near identical. Merlin displaced a little less, but Drifter had more sail area and was longer. Since Merlin was virtually completed before Drifter went into fevered construction more than a few sailors are of the opinion



TRANS PAC

that Merlin was being duplicated on a slightly larger scale.

As expected the biggest boats, the 79' Kialoa and the 73' Passage took a quick lead on the beat past Catalina. But it didn't last as Merlin and Drifter soon took up the first two positions, averaging close to 10 knots. Merlin held an early lead of a mile over Drifter, then increased it to about 28 miles by the next day. It began to appear as though the biggest proponent of ultra-light boats was going to run away with the race.

But by the fourth day, Drifter had not only made up the gap, but was pulling into the lead, eventually breaking out into a margin of over 30 miles. Had the 'magician' Lee been out-tricked by southern Californian Harry Moloscho?

Because Lee courts a reputation as a fun-loving, flamboyant, 'magician', and

Moloscho was suspected of copying Lee's design, the duel began to take on greater proportions than a simple boat race. There began to be overtones of the race being a battle between hard-nosed business and free spirited ingenuity. Two diverse characters of the two owners added drama to the race as the leaders blasted on at far better than record speed.

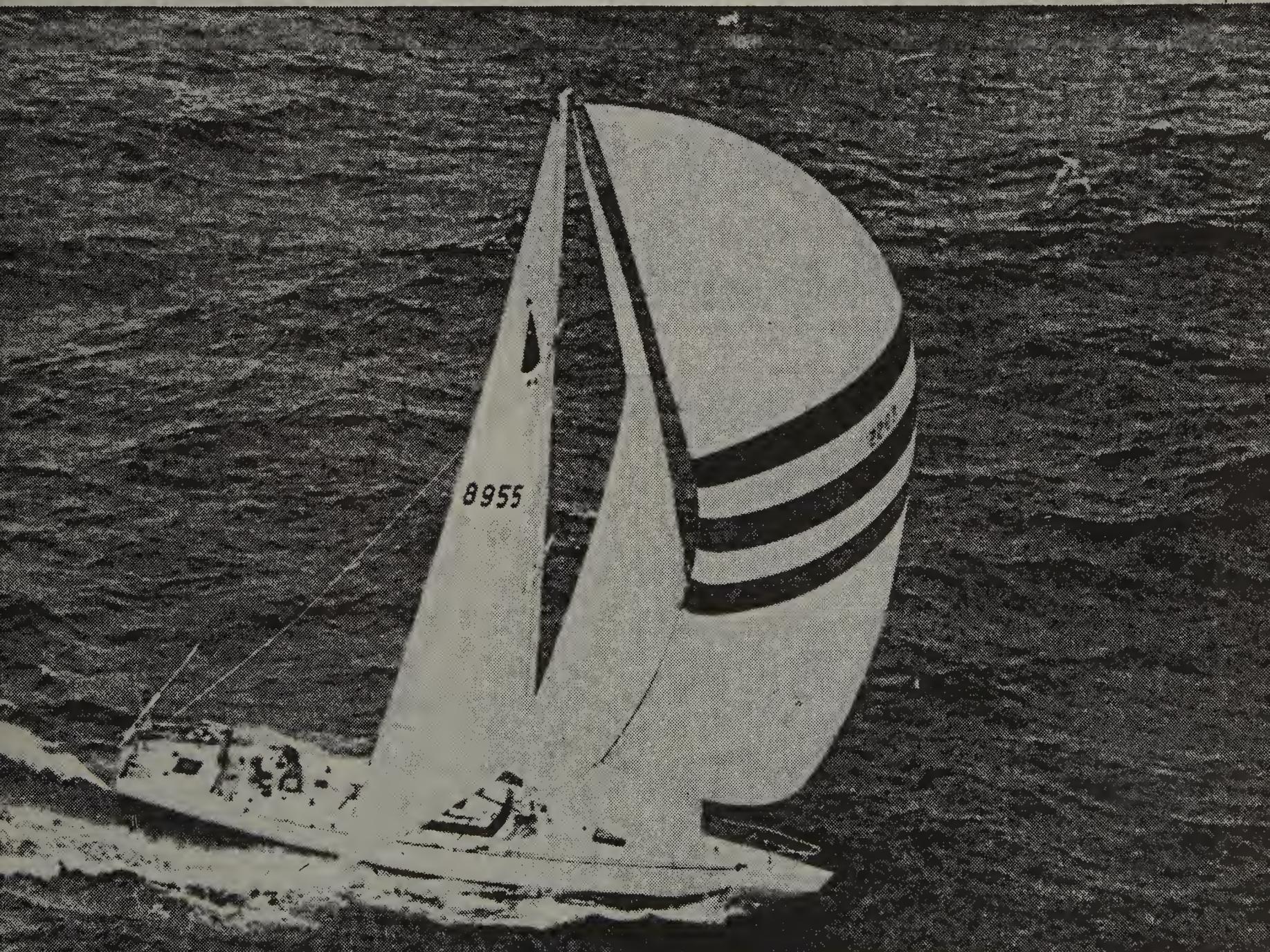
After seven days of racing, Merlin, who had sailed farther to the north, began to make her move, closing to within 8 miles of Drifter with only 470 miles to go. Merlin had turned in a run of 305 miles in 24 hours, averaging almost 13 knots, the fastest in the 29 runnings of the TransPac.

At the beginning of the eighth day Merlin was dropping down on Drifter from the north as the two converged on Diamond Head. Seven hours from the

finish the two leaders made visual contact with each other for the first time since off Catalina. Merlin had a lead of less than half a mile.

Merlin was first to report at the 25 miles -to-finish check-in point. She estimated her arrival at 9:30, and was reportedly hitting bursts of 20 knots. At TransPac headquarters they eagerly awaited and awaited the report from Drifter who supposedly was just yards behind. She finally gave an ETA of 9:35, just five minutes after Merlin's. Drifter beat her ETA by almost 20 minutes, but Merlin was already home, having beaten her 25 miles estimate by over 25 minutes.

Merlin's elapsed time of 8 days, 11 hours, and one minute had destroyed Passage's old record by 22 hours and 5 minutes! Drifter had finished 17 minutes later.



TRANS PAC

Lee was understandably jubilant as Merlin berthed at the packed Ala Wai yacht harbor. Resplendent in his blue and yellow-starred magicians garb, he was soon covered with leis and champagne looking like . . . well, like he'd just arrived from Mars. There had been no problems.

Harry Moloscho was naturally disappointed to finish only 17 minutes too late after all his rushed efforts. He explained that it was Drifter's first race and that many problems with the boat had to be ironed out — such as the forward compartment filling with water

so a bucket brigade had to be started to keep the boat from sinking. "We must have lost an hour bailing", reported Moloscho. An hour, let's see, that would have put him home about 45 minutes ahead of Merlin, wouldn't it?

The race had clearly belonged to Bill Lee. From the very start he said Merlin was built to go after the TransPac record, and she got it. Merlin had her good times, leading early in the race; and her bad times, losing the lead and trailing for 6 of the 8 days — but she got there first, and she had logged the best 24 hr. run of the

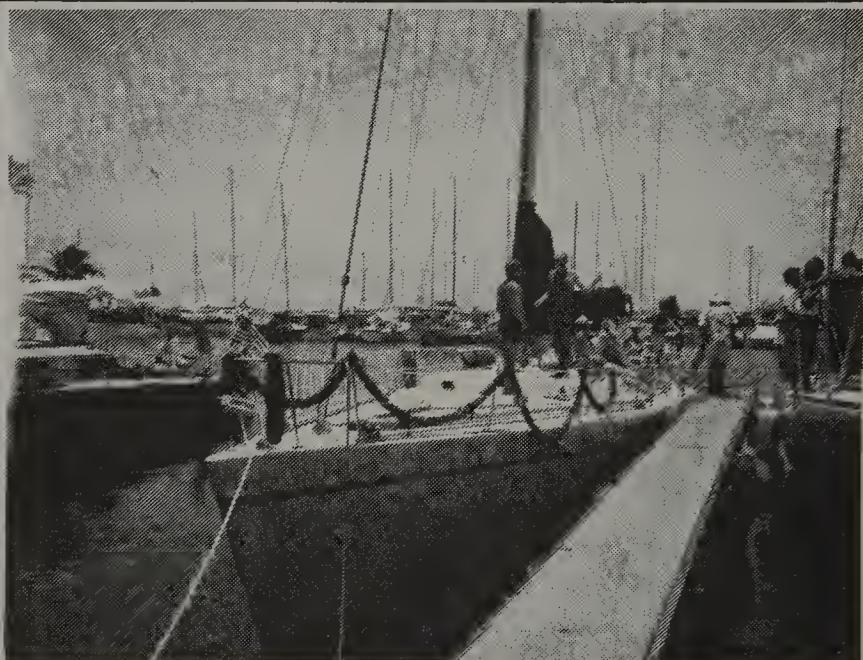
race. Merlin had gone farther to the north than most boats, and apparently it was a good strategy.

It had been a long battle winning the TransPac and Lee was enjoying himself immensely. The next morning Merlin had disappeared from the harbor, having gone out to greet Passage and Kialoa. TransPac headquarters reported that Merlin "was going out to greet boats every ten minutes, packed with guests."

Third place finisher Ragtime arrived early the next morning. Many had



WINDWARD PASSAGE



DRIFTER

BREAK A RECORD, LOSE A RACE.

KIALOA



RAGTIME



TRANS PAC

expected her to be right up with Merlin at the finish, but she had taken a flyer 150 miles to the south of the main fleet and it might not have been a smart tactic.

The first two 'conventional' boats to finish, Windward Passage and Kialoa had a battle royal throughout the race. The larger Kialoa had taken an early lead over Passage and increased it to 13 miles. By the fourth day Passage and Kialoa were sailing almost even and within a mile of each other. They raced in sight of each other for several days. The former record holder Passage finally opened up a lead of 23 miles and eventually finished a hour ahead of Kialoa and breaking her best time by seven hours.

The winds has been marvelous, blowing steadily 12 to 20 knots all across the Pacific. Midnight squalls on the 8th provided the only problems, dismasting 5 boats all of whom jury rigged and finished the race with no injuries.

The preparations for the 1977 TransPac were some of the most intense in history, and the weather matched the efforts of the sailors. If you asked Bill Lee about the 1977 TransPac, he probably would tell you it was 'magical'.

TRANS PAC FINAL RESULTS

ELAPSED TIME	MERLIN
OVERALL DIVISION I	
1. KIALOA	
2. WINDWARD PASSAGE	
3. PHANTOM	
OVERALL DIVISION II	
1. MERLIN	
2. SWEET OKOLE	
3. DRIFTER	
CLASS WINNERS	
CLASS A	CLASS C
1. KIALOA	1. ARRIANA
2. WINDWARD PASSAGE	2. MAMIE
3. PHANTOM	3. RACY
CLASS B	CLASS D
1. SCOURAMOUCHE	1. VIVANTE
2. TUIA	2. A'LLEGRO
3. UNDINE	3. COTTONTAIL

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Starboard*
2066 OLD MIDDLEFIELD WAY
MT. VIEW, CALIF. 961-3940

Johnson *SEA GULL*

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Charts & Publications

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AVON  INFLATABLE RAFTS

The South Bay's Most
Complete Chandlery

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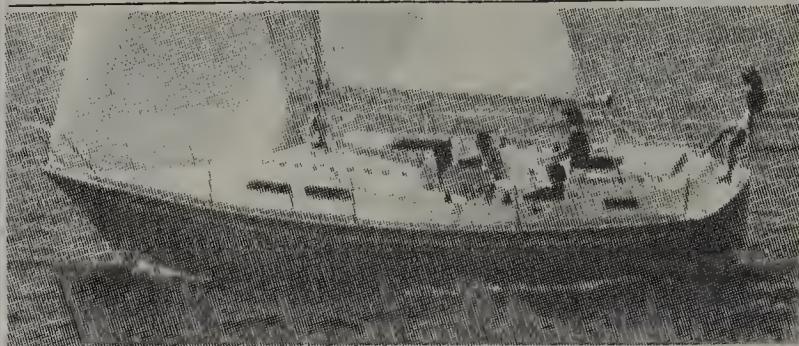
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THE AFT CABIN IS FREE!

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1977 O'Day 32

**QUALITY
SERVICE**

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WHO ARE REALLY HAPPY WITH THE
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AND FOLLOW-UP SERVICE THEY
RECEIVED FROM DE WITT SAILS.

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PUBLIC ANNOUNCEMENT

Westsail Corporation which has pioneered the development of the world's finest cruising sailboats has recently undertaken the first major reorganization of its corporate and business affairs since its founding in 1971.

These changes have become necessary due to the increased inability of Westsail's long-standing, modest financial foundation to fully cope with the accelerating short-term demands of its unprecedented sales and production growth.

MARCH 21, 1977

The silence has been deafening.

After six years of the most polished, relentless, seductive, and successful advertising in the history of yachting, the Westsail Corporation has been mute for the last six months. What has become of Westsail's romantic 4-color half page ads that appeared with such regularity? What has become of Westsail?

In February of this year the Westsail Corporation filed bankruptcy under Chapter XI. Westsail bankrupt? How could a company that sold so many boats (as many as 46 in one month) for such high prices (the average sale, including kits, was over \$45,000) go bankrupt? In addition to filing under Chapter XI, Westsail's founders Synder and Lynn Vick now own but 33% of the company they formerly owned entirely. Somewhere something went wrong with the company that seemed to be a shining example of the American Dream coming true.

One of the ironies of the bankruptcy was the fact that Westsail grew out of a bankruptcy. In Westsail's marvelous brochure "Westsail the World" it is claimed: "In 1969, WIB Crealock converted this wooden double ender into fiberglass for Westsail." Apparently someone forgot that Westsail did not come into existence until 1971, and the first step was buying the molds for the Kendall 32 at a tax sale. The Westsail 32

and the Kendall 32 were virtually the identical boat except that the Westsail sold while the Kendall had not. The Vick's did not create or commission the 32' double ender, they created the market for it. And, they did a damn good job of it. Westsail turned the sailing world upside down in the 70's with their brilliant marketing — a job that was so well done it may have inadvertently become a contributing factor in the company's decline.

Westsail's early promotional efforts were unusual and so powerful that the company soon became something of an outlaw yacht manufacturer. The company's greatest coup was somehow getting "Time" magazine to identify the Westsail 32 as the ultimate cruising boat in a feature article on the cruising way of life. We have been told by a former Westsail employee that 30 days after the article appeared, the entire production for the next two years was sold out. With boats sold out for a long period in the future, Westsail was able to dispense with the normal dealer structure that is the lifeline of most sailboat manufacturers.

Instead of dealers, Westsail opened up regional 'cruising stations' (a clever euphemism) operated by the company. Being both the manufacturer and the retailer gave Westsail some big advantages over the competition, particularly when

combined with a long backlog of orders. The big advantage was a tremendous potential for efficiency. Since cruising stations were company owned, profits did not have to be split with dealers, nor were there any competitive boats at the same location. Because of the backlog of orders there was no need to bother with trades, nor was there a need to pay for expensive berths. To simplify the situation even more, there was never a need to pay expensive flooring costs or inventory taxes. How could anything go wrong?

As the promotional work brought in more orders the promotion got more extensive and sophisticated. Westsail's began to sell its own quarterly publication, the oddly named Windbag, which included a mail order catalog. Instead of giving literature away, Westsail sold it, a practice that has been widely copied since. Numerous expensive posters were sold, as were T-shirts, a line of cruising sails, and other materials that boldly displayed the Westsail logo. Westsail testimonials were given on a lecture tour (including a lecture specifically for women), a book was published on how to complete a Westsail from a kit, and the print ads got more and more dazzling with every issue. It was marvelous stuff, packaged with flair and zest, and appealed to a far wider market than the normal yachting public. If

CLAWING OFF

Kendall 32

Designed by William Atkin & W. I. B. Crealock

LOA 32'
LWL 27½'
Beam 11'
Draft 5'
Disp. 19,500
S.A. 647 sq. ft.



For the comfortable life at sea—this husky, seaworthy double-ender is designed for safe, easy handling in long voyages or weekend cruising. Built of hand-laidup fiberglass, she is simple to maintain and unbelievably roomy below. Available as flush deck (Thistle) or trunk cabin (Eric). Only \$18,590, now, with diesel Aux. (or sold at any stage of completion) — see it now at Dept. Y-11

KENDALL YACHT CORPORATION
1774 Monrovia Ave. (714) 642-8961
Costa Mesa, Cal. 92626

NOVEMBER 1970

anyone had ever questioned Westsail's dedication to marketing, they only need wonder at the cost of taking a full page ad in "Fortune" magazine, rubbing shoulders with IBM, Exxon, U.S. Steel, The Republic of the Phillipines, et al. Westsail had a bone in its teeth, and whatever could go wrong?

Mercurial growth has destroyed many companies and Westsail was probably one of them. It seems as though the ultra sophisticated and revolutionary marketing capabilities simply outran the company's administrative talents and capital. Guiding a 4 man company into a 10 million dollar a year business in 5 years is heady stuff, particularly when you are manufacturing a high-ticket item in times of heavy inflation. Selling out your production capability for long periods in advance is better than selling no boats at all, but in inflationary times it can create its own severe problems.

Westsail's early backlog of 'sold' boats put the company into a vicious financial spiral. If it took a year for the company to deliver a boat to a customer at a guaranteed price, it is very probable that most of the profit in the transaction had been eaten up by inflation. (Resin for example went up 300% in just one year.) One solution to the problem was to increase production capacities, and that meant opening up a new plant on the east coast and moving into Columbia's giant former facility in southern California. Opening up new plants interrupts normal production which increases the devastating effects of inflation, and it also requires an enormous amount of capital.

One Westsail employee told us that an unusually large proportion of Westsail's capital was made up of deposits for future boats. The deposits amounted to 25% of the selling price, thus Westsail had to sell more and more boats just to keep up the necessary capital pace. This plan may have worked well with a small company content to stay small in times of no inflation, but Westsail wanted to be big, and it required a long term debt with which to capitalize the operations. Either the company did not recognize the need, or it did not possess the expertise to acquire it.

When Westsail tooled up for the 42 the 28, and the 43, the capital crunch got worse than it had ever been before. The situation demanded increased sales at higher prices and an environment where mistakes could be fatal. Apparently sales did not slump despite the rapidly increasing sales price, but there were mistakes. It was widely rumored that money was sometimes spent recklessly in a boomtown atmosphere, and the ratio of

warm bodies to essential employees was becoming high. At one point there was a large scale housecleaning, but apparently it was not enough.

The Westsail 28 started out as an expensive mistake, and coming after the opening of two new plants and the tooling up for new models must have hurt the company very badly. Probably the most expensive 28 ever built, the boat was an initial turkey with tendencies to behave like a dead fish. The unfortunate fact was that 12 of the boats were built before the problems were identified. Although the boat was quickly pulled off the market, the entire production line had to be shut down to make modifications to the ballast, the rig, and the rudder. The 12 boats that had already been delivered had to be traced down, hauled out of the water, and partially disassembled to effect modifications. But the financial damage had already been done.

Even when it had become clear that the capital situation was very severe Westsail was unable to get anything accomplished in the direction of a solution. Apparently there was a feeling of helplessness and an attitude that 'we've made it this far, if we just keep selling boats something will happen.'

Something finally did happen when one of the smallest creditors (it is believed that there were about 700 owed close to 1½ million dollars) apparently was going to have the east coast factory closed over the non payment of a bill. Realizing that a plant closure would initiate chaos and would irreversibly damage the company, the Vick's petitioned the District Court in Memphis, Tennessee for a Chapter XI arrangement to stabilize the company. Shortly thereafter, controlling stock in the company was acquired by Gary Dubin and Anthony Sabattino, two successful business associates. (Dubin we have been told is or was a law professor at Stanford and Berkeley who lives in Palos Verdes, and is also the owner of the most expensive Westsail 32 ever built.)

Bad news travels fast, and you can be certain that it was but a short time after the filing in Memphis that southern California broke out in a cold sweat. When filing for Chapter XI the court immediately has all bank accounts frozen, and a near panic must have set in as checks began bouncing all around the country. The fact that the court action was initiated in Memphis, giving the appearance of trying to file as far away from creditors as possible, did nothing to relieve fears. At the time, nobody could be sure if Westsail would try or be able to pay off any portion of the large debt they

CLAWING OFF

owed.

If it sounded bad for businesses, think how you would feel if you had given Westsail \$70,000 and your boat was still at the yard, not quite completed, and had to hear about the filing second hand because it was illegal for Westsail to inform you. Think how much worse you would feel when your lawyer informed you that even though you had a hull number, you probably did not have title to the boat. Several people with deposits at Westsail anticipated a long court battle over whether or not they had priority over the creditors to their partially completed boats — the precedent to the case was a squabble over who owned a skiff in 1906.

The financial well being of hundreds of people hung in the balance of how Westsail would respond to the Chapter XI situation. We have been told that Gary Dubin, 1/3 owner and CEO, felt that he could come out of one option with a million dollars clear, but decided that that would not dramatically change his lifestyle. Dubin figured he could make more money in the long run by keeping Westsail in business, and that the most valuable asset the company had was its good name. Dubin got an unprecedented judgement from the court that gave boat buyers with deposits preferred creditor status on their partially completed hulls, and would protect them until their boats could be completed. Dubin also presented the court with a schedule whereby creditors would be paid back 100 cents on the dollar over an extended period of time — which the court also approved. No doubt the individuals and companies involved breathed a little easier when they received this information. It was also explained that the proceedings were taking place in Memphis because of the light court calendar and the fact that the new owners had apparently revitalized other companies through that court previously.

Since that day in February things have been going as well as might be expected at Westsail. Most of the owners who had deposits on boats have received them (three 43's have been delivered on the bay), and the remainder are in the final stages of completion. A committee of creditors has approved the debt repayment schedule and is now in the long process of trying to get 51% of the creditors who are owed 51% of the debt to approve the program.

Westsail is still selling and making boats, but all under the financial supervision of the court approved accounting firm, the Richard Bertoli Company. The accounting company must periodically

report to the court and is held accountable for Westsail's expenditures. Vendors supply Westsail with materials on a C.O.D. basis, and while some are smarting from the still unsettled debts, there are enough supplies to continue work on the five million dollars worth of boats already sold.

Ironically, the filing for Chapter XI is giving Westsail what amounts to a loan of time and money, which is probably what Westsail had needed all along to let the production catch up with the sales. It is for practical purposes a long term debt.

Westsail is still not out of a hole, the problems they face are difficult. Operating under the supervision of the court is restrictive, time-consuming, and expensive. Time and money are lost on legal hassles that could otherwise be used to sell and make more boats faster. Westsail is also fighting a battle of goodwill. A number of businesses and people have gotten a severe scare, and Chapter XI does not convey a feeling of confidence. Westsail badly needs confidence, it is extremely important for them to keep selling boats off the old advertising to maintain momentum and to attract new capital. Mr. Dubin would appear to have some clout in financial circles since it was reported that recently 6 bankers from New York were recently at the southern California plant investigating financing.

The feeling at Westsail's northern California cruising station is one of optimism. Westsail's previous history of capital shortage sometimes resulted in boats leaving the factory prematurely in order to meet a payroll, and consequently, warranty claims were frequent. Since the filing for stabilization there is no longer a rush to get boats quicker than they should. The local Westsail office also feels that the court ruling that gives customers progressive title to their boats offers them a protected position not found with any other company. Encouraging also is the response to the 43 which has topped anticipated orders by 4 or 5 times the projected figure. The latest news is that the court approved accounting firm expects that Westsail will be out of Chapter XI by August, paving the way for smoother operations and renewed advertising. Westsail employees are no doubt also encouraged by the more sophisticated financial talent that is now part of the organization.

Undoubtedly filing for Chapter XI has tarnished some of the Westsail magic, but it is difficult to say how much. Only the future can tell if the Westsail Corporation is as strong and as durable as they always claimed their boats were.

WESTSAIL 32

LOA 32'
LWL 27½'
Beam 11'
Draft 5'
Disp. 19,500
SA 647 sq. ft.



For the comfortable life at sea -- this husky, seaworthy double-ender is designed for safe, easy handling on long voyages or weekend cruising. Built of hand-laidup fiberglass, she is simple to maintain and unbelievably roomy below. Only \$23,950 now with diesel auxiliary (or sold at any stage of completion) -- see it now at

WESTSAIL CORPORATION
1774 Monrovia Ave. (714) 642-8961
Costa Mesa, California 92627

JUNE 1971

WEAVING THE DREAM

Why a Westsail?

To Pioneer the Oceans

To Live Aboard the Sea

To Weather the Storm

To Reward Yourself

To Get to Know Your Family

To Live A Different Kind of Life

... No Matter What You Earn

To Join the Westsail Family

The opinions are strong and divided. Some people think Westsail seduced people into buying an anachronism. Others think Westsail simply made people aware of what they consider the superior characteristics of a traditional design. Whichever you believe, there can be no denying that Westsail's advertising was a wild success.

For years it had been understood that sailboats were more an emotional purchase than a rational one. Yet most companies advertised facts, specifications and so forth, presuming that sailboat buyers were knowledgeable enough to translate specifications into what filled their dreams.

Westsail made no such presumption and became the first company to put the facts about their boats and the emotional appeal of sailing together in sweet harmony. It was 5 notes of the latter to to one of the former with a swinging rhythm. Did it ever work! The chapter heads of Westsail's best brochure "Westsail the World", a primer for why anyone would ever want to buy a sailboat, are printed above. Only the first chapter marketed facts, and even that was colored with romantic history. The remaining chapter heads are really subtle questions combining for the one big question; are you an exciting, adventurous, vital individual? Or are you just another nerd?

What really made the concept work were the lush 4-color photographs, that utilized superior printing technique and gobs of money, that spiced every chapter. It was a picture book of dreams for older children. Throughout the brochure Westsailors (as opposed to plain sailors) were depicted as attractive and hard-working hedonists living life to the fullest in some tropical paradise.

Westsail also introduced, very tastefully, sensuality to sailing. A Westsail family, tan and healthy, complete with children were pictured jumping naked in unison from their boat. Attractive young girls were pictured naked in rubber rafts taking a bath, washing their hair on the docks, and in numerous situations of tropical languor. One brilliant cover featured "Ms. Milk" attired in the smallest of bikinis, perched on the bow of a Westsail smiling sweetly over her shoulder at your bugging eyes. Fortuitously located in the background was a most phallic of tropical peaks. Clearly it wasn't planned, but Westsail knew subtle stimulation when they saw it. Small wonder readers began to write in admitting that they always read their "Windbag" before their "Playboy". Lordy, the stuff was irresistible; you can buy whatever boat you want, but give me the one with the blonde in paradise.

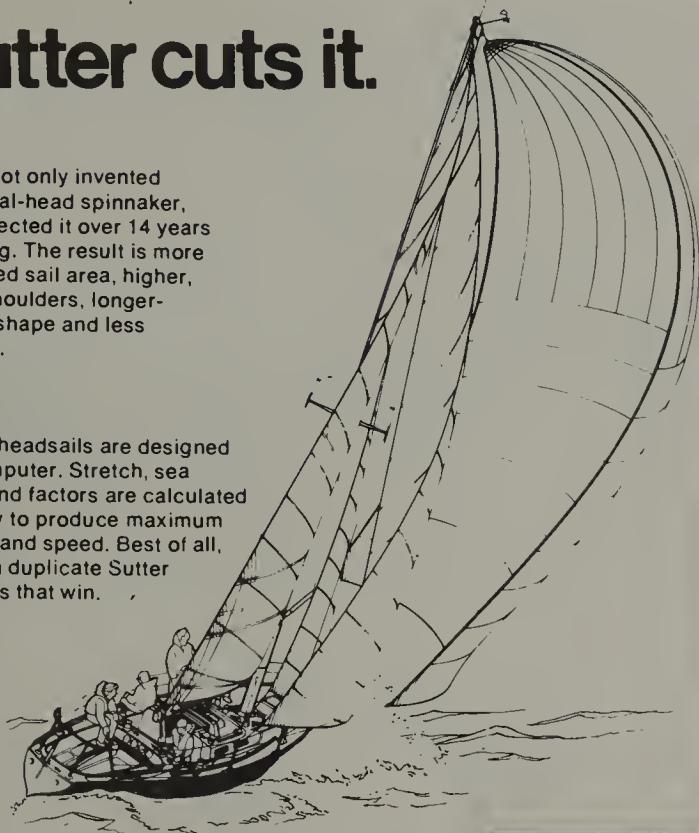
Conceptually, Westsail's advertising program was not totally unlike the preachings of the Rev. Ike who says 'there is no pie in the sky, this is heaven, enjoy it!' Sure you ought to work hard, but play hard, for this is it ("To Reward Yourself"). To Ike's ghetto blacks the reward might be a '67 Cadillac, to many affluent whites it was and still is "Westsail the World".

We don't have anything to say pro or con about Westsails boats, but we do believe their advertising was fabulous. While a few people may have fooled themselves and purchased something they really didn't want, many more, we believe, were encouraged to look at life with a different perspective — one that was likely to leave them happier and healthier people. We salute Westsail for that.

Sutter cuts it.

Sutter not only invented the radial-head spinnaker, we perfected it over 14 years of racing. The result is more projected sail area, higher, fuller shoulders, longer-lasting shape and less luff curl.

Sutter headsails are designed by computer. Stretch, sea and wind factors are calculated exactly to produce maximum power and speed. Best of all, we can duplicate Sutter designs that win.



sutter sails

Sutter mainsails have a new twist in jiffy reefing. A built-in load wire eases the leech when reefed and gives a faster, flatter mainsail shape. Send for our Mainsail brochure for more details.

Box 927 Sausalito 332 2510

FREYA 39

THE UNSOUTHERN CALIFORNIA CRUISER



A sight for salty eyes! A Halvorsen full keel, semi flush deck bruiser. Built to sail not float.

Winner of 3 consecutive Sydney to Hobart races. Under vane she averaged 135 miles a day in the uphill sail from Sydney to S.F.

When you've decided you're ready for the sea, you're ready for the Freya 39.

Available in several stages of construction. It's the last boat you'd ever want to buy!

LOA 39'3" DIS. 23,000
DWL 34' BALL. 9000
BEAM 11'3" DRAFT 6'

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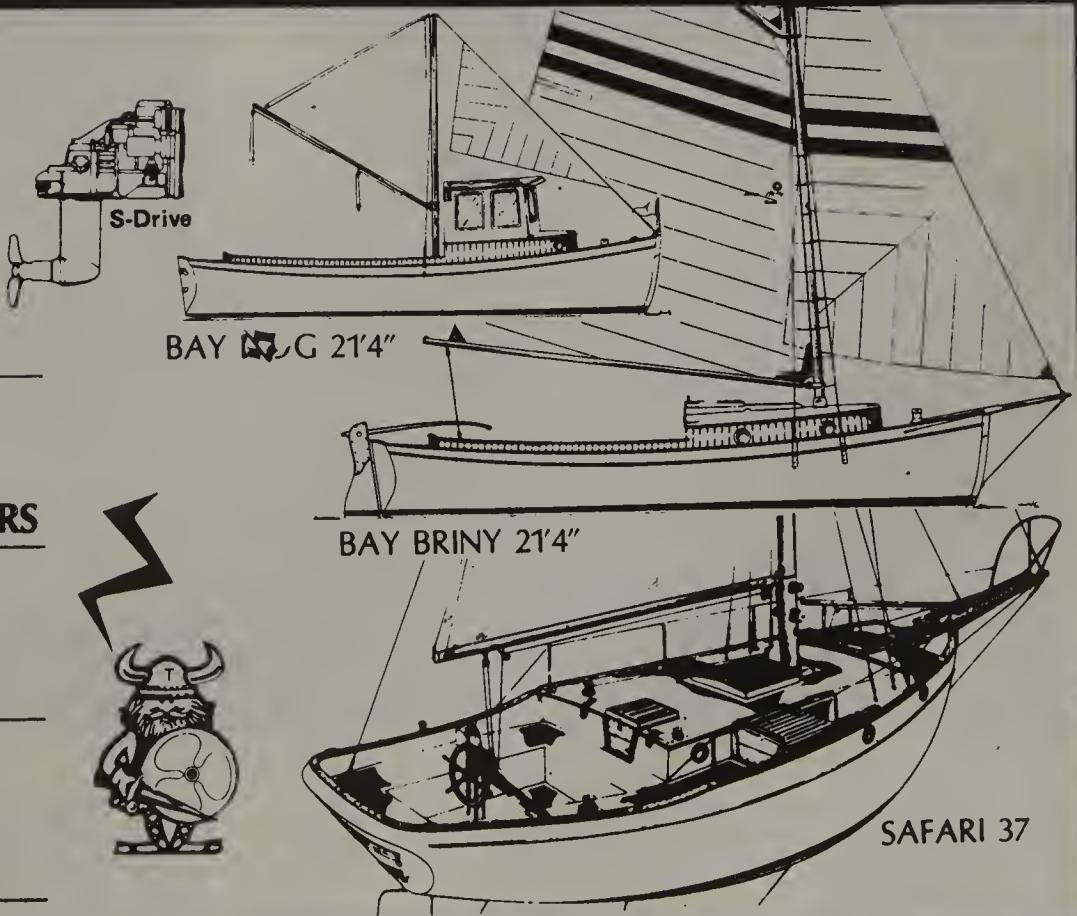
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HONDA
FOUR CYCLE OUTBOARDS



T.T.I. YACHT BROKERAGE 251 CALIFORNIA ST. BURLINGAME 342-5278



CAL 20

Like the "Big Macs", the Cal 20 has sold in the billions. At least it seems that way after walking through a few yacht harbors.

The Cal 20 was introduced in 1961, relatively early in the history of fiberglass boats, and remained in production for almost 16 years, outlasting all but a very few of her peers. At the height of the boats popularity the southern California Jensen Marine plant was turning out one Cal 20 a day. Eventually almost 3,000 of the boats were sold. The Cal 20 was the second boat in the Cal line, coming shortly after the original Cal 24 and just prior to the notoriously successful Cal 40.

That the Cal 20 became the popular boat it did was due both to the design of Bill Lapworth and the work of Jensen Marine. The factory was always able to keep the boat priced right; for most of its production history it sold for under \$4,000, well within the reach of anyone seriously interested in sailing. Even when the price rose sharply with costs in the 70's the little Cal was always a good value. When a used 20 comes on the market today, it invariably sells for more than the original price, even though the boat may not be in top condition.

Bill Lapworth was a pioneer in the development of light displacement boats, and the Cal 20 was one of his most successful designs. Everyone expected the boat to sail well in light airs and it did. What surprised most sailors was the light boat's performance in heavy winds and sloppy chop — conditions often found on the bay. More than a few skippers get frustrated trying to dust the little Cals on a dirty day on the bay.

Although Cal 20s have been sailed across the Atlantic and to Hawaii, they are designed as daysailors and racers. Lapworth gave the boat a large 8' cockpit at the expense of whatever meager accomodations might be designed into a 20 footer. The unusually large cockpit makes the boat ideal for taking guests out for a casual day sail and also gives the racing crew a generous working area.

Many of the early Cal 20s were purchased by young sailors who could not afford a more expensive boat or one that would become obsolete with changes in rating rules. Some of the



PHOTOGRAPH BY DIANNE BEESTON

young sailors came with a wealth of experience gained from crewing on larger boats, and the Cal 20 fleet quickly gained a reputation for being a 'hot' class. Many sailors who could afford larger more expensive boats stayed with the 20 just for the competition.

Cal 20s have won the Midget Ocean Racing championship three times, have won the MORA Long Distance Race, and in



doing so have gained an enviable reputation for durability. The Cal 20 is one of the most frequently raced boats on the bay, with and without spinnakers, and many yacht clubs offer a Cal 20 class in their summer series evening races.

The 1977 Cal 20 National Championships will be held on San Francisco bay starting July 26. Sixty of the top skippers in the country, who had to qualify regionally, will be competing.

One of the local qualifiers is Steve Seal, 4-time YRA champ and 2-time SBYRA champ. Steve has a wealth of experience working on and sailing Cal 20s and has written an excellent article on them in the current Spyglass Catalog. If you own a Cal 20 or are thinking of buying one, you'll appreciate Steve's suggestions on rigging and fortifying the boat for San Francisco bay.



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ALVISO

"In ten years there won't be a boat built in Alviso."

ALVISO

For about a week we are told, Alviso was the capitol of California. It was years ago when the city was a prominent fishing port with a deep water channel and a bustling cannery. Alviso was also a center of commerce for the fertile Santa Clara Valley at the time, and ships like the Alma would sail down to pick up the plentiful crops.

When motor vehicles became the lifeline of bay area transportation Alviso rapidly decayed into a useless, dated, out-of-the-way place. Many of the building fell or were torn down, and the town became a relatively pleasant place for low-income families to live. Later the boatbuilders moved in, content to work among the remaining forlorn structures near the water, and away from the fermenting plastic of San Jose.

In recent years the fortunes of Alviso have reversed in the eyes of many. Waterfront property, any waterfront property, has become scarce and therefore has increased in value and demand. Various individuals, corporations, the city of San Jose, and the Federal government have all taken a renewed interest in the town.

Most sailors have never been to Alviso, and probably very few would even care to visit there. The streets are dusty and spotted with chuckholes, the houses are generally in various states of deterioration, and the sailboats are mostly amateur built trimarans or ferro mono-hulls. Some of the boats are stunning examples of dedication and craftsmanship; others are pitiful tributes to unrealistic and underfinanced pipe dreams. The area is littered with abandoned houses, unsalvageable old boats, broken down cars, and various forsaken junk.

The boatbuilder sees it through different eyes. It is a community of strong-willed individuals who need space and wish to be left alone. Sometimes they fight among themselves, but they always unite against the intrusions of outsiders. It is also a community of dreamers and visionaries, where ingenuity often compensates for modest finances. Theories are shared, accepted ideas are questioned, and a certain reckless vitality gives the boatbuilding community a charm. The space to build boats is relatively inexpensive, and many live on their dreams as they take shape — whether the bureaucrats approve or not. There is a aura of freedom to design and work as you wish, while you finish your vehicle to greater freedom.

There is also a strong sense of optimism among Alviso boatbuilders fostered by the successes that have come before. John Marples built his 37' Searunner, Bacchanal, there. She was the unofficial winner of the '72 multi-hull TransPac, and was later cruised to the south seas. The Smith's built their ferro, Joy, and have been sailing in the Marquesas. Larry Potter built his 32' Kantola Tri and sailed over 15,000 miles before returning to Alviso. On contract he built a 51' Wharram Cat in 6 months, then a 35' Cross Tri in 2½ months on contract. Now he is back on his own boat returning to the Marquesas. Jim Nacion built his 37' Tri in Alviso and is currently in central America. An English couple, the Smith's, built a 45' ferro ketch and have since sailed it to England. There are at least a dozen other amateur boats that have been completed and left Alviso for long voyages. The latest boat completed is the Stone Witch, a traditional schooner built by Allan Olsen that is 50' on deck and features a fabulous natural wood interior. 5 years in

building, Allan has left Alviso for shakedowns around the bay before heading south.

The 75% completion and departure ratio often sustains those boatbuilders whose commitment might be faltering. Postcards and letters periodically arrive from distant tropical islands and dreams are renewed. Alviso always was and still is a hotbed of trimaran construction and theory on the coast, and many legendary trimaran figures drop in or return to the area. This also is encouraging to the boatbuilders, most of whom see building boats and sailing as a way of life rather than a recreational activity.

Alviso is comprised of more than just the boatbuilders who account for only about 25% of the population. A large Spanish/American community constitutes a majority in the town, about 60%. The remainder of the community is a mixture of people, most of whom prefer to not live in San Jose. There are not many businesses in Alviso, a few light industrial companies, several small businesses related to fishing and boatbuilding, and several popular seafood restaurants. Most of the people and businesses in Alviso would just like to be left alone, but that has not been the case.

Seven or 8 years ago the city of San Jose decided they wanted to annex Alviso because San Jose needed bay access for a sewage treatment plant. A 1/2 million dollar Alviso improvement carrot enticed the residents of Alviso to approve the annexation. To this day, many residents are angry because the city never fulfilled their promises assured with annexation. Several years ago San Jose wanted to make the area an industrial park and began to create and enforce codes that had never been a part of Alviso life. With the help and the organization of many boatbuilders about 300 Alviso residents were able to disrupt the San Jose city council meetings to the extent that the plans were dropped. Alviso residents in general harbor feelings of suspicion and skepticism in dealings with government agencies and bureaucrats.

The most recent controversy in Alviso involves the Federal government and the Department of the Interior in particular. The Cannery Boatworks has been purchased for an ecology center, part of the governments acquisition of 2300 acres of bay marshlands. The government is still negotiating with other boatyards for more property in Alviso. If the additional property deals are consummated, Alviso will have lost a large amount of its boatbuilding facilities and about 90% of its launching capabilities. Most of the docking space for large sailboats has already been lost to the government.

The fact that the government is putting in an ecology center has touched a soft spot in many boatbuilders hearts, so the opposition to the move was minimal as compared to the case with the industrial park. Skip Wamsley, who admits to being one of the most outspoken boatbuilders has mixed feelings about being forced out of Alviso. On the positive side he recognizes that there is an incredible amount of wildlife that needs a shelter. "At least", he says, "some assholes aren't building another Foster City." But Skip has nowhere to go with his partially completed trimaran and is sick of seeing "the little man squashed by the astro-turf traffic island mentality."

Skip believes that he and the boatbuilders around him deserve a place where they can afford to build and launch their boats free from the interference of corporations and government agencies. Convinced that individuals are being forced to exist rather than live, Skip bought the plans to his boat the day Richard Nixon resigned. Skip firmly believes that the world is going down the tubes and anarchy is just around the corner — a feeling shared by many amateur boatbuilders. Skip's 31' tri is essential in his three point plan for future survival: reducing needs, having mobility, and being versatile.

Gene O'Riley is also angry with the government, but unlike Skip he runs a chandlery while he is building his boat and expects to be around for a while. He has slightly different reasons for being angry. He feels that the ecology center and some talked about waterfront businesses can coexist with

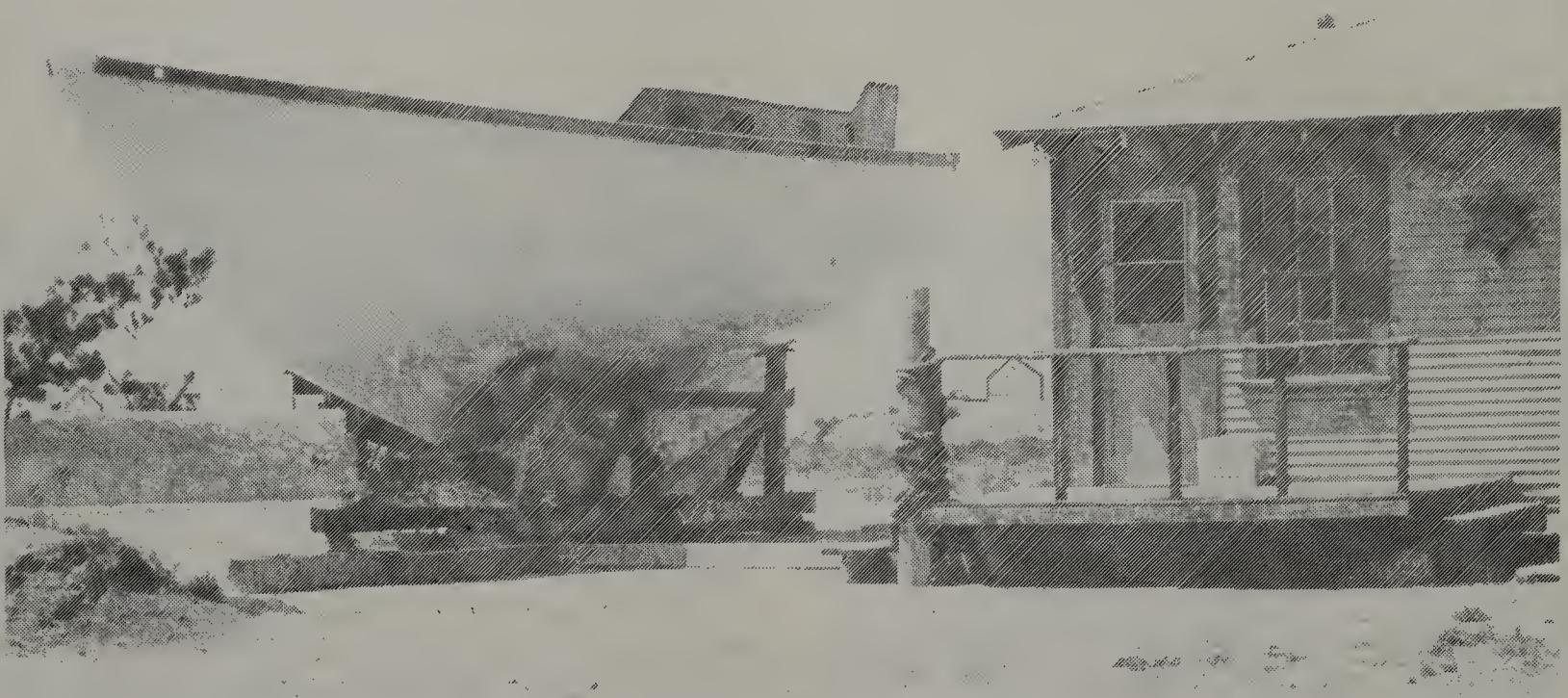
boatbuilders, but that boatbuilders and residents of Alviso have had a history of getting the short end of raw deals. The experiences with the city of San Jose make him skeptical about the promises of any government agency.

Gene feels that boatbuilders have been a part of Alviso for so many years that they should receive consideration so they can continue as a healthy part of the community. He also expresses concern about the Spanish/American community who wish to live in Alviso but get poor service for their taxes and can't get improvement loans because they live in an area 'red-lined' by banks. They, O'Riley worries, like the boatbuilders will be processed with little concern for their future well-being.

Gene also feels the method the government used to take over the cannery property was done in a typically sloppy



ALVISO



way. First the Department of the Interior let everyone know that they would simply be thrown out of the cannery area. Reluctantly, and at no little expense, he moved his businesses to another less appropriate part of Alviso while many 'deadbeats' didn't move at all. 21 days after he moved the government announced that those still occupying the cannery space would be eligible for as much as \$4,000 in relocation expenses. Gene got nothing yet many of those who remained apparently will. Even the people who became eligible for the benefits have had an extremely difficult time finding out how and where to get the proper forms they need to file.

Exactly what is going to happen to many Alviso boatbuilders is a matter of tremendous confusion. Residents on the government purchased land are believed to have 15 months to

get out, and tenants 90 days – but nobody seems to know for certain. There is also a great misunderstanding as to who qualifies as a 'resident' and who qualifies as a 'tenant'. The amount of compensation for relocating is also a matter of confusion; several people we talked to expected to receive \$4,000 in cash, others thought that figure represented a maximum figure if moving costs were extraordinarily high.

Confusion, dissatisfaction, and suspicion are widespread. It might well be a goldmine for lawyers if not for the fact that most boatbuilders in the area would rather endure than have any unnecessary relations with the government.

Over the years, the area of the bay has been reduced in size from 800 square miles to 300 square miles. Boatbuilding in Alviso, many fear, will eventually be reduced to nothing.

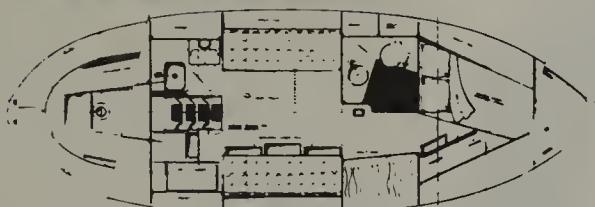
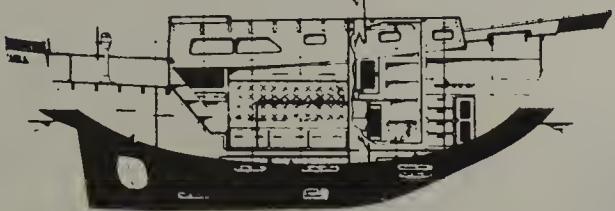


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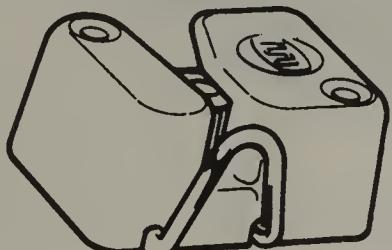
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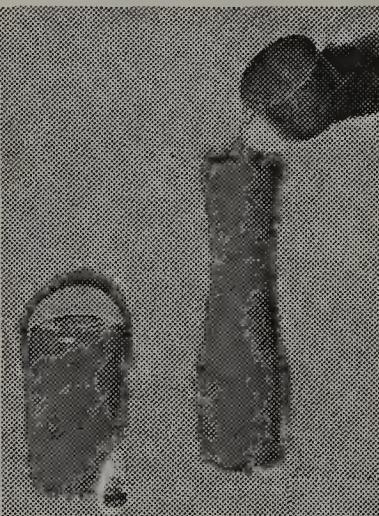
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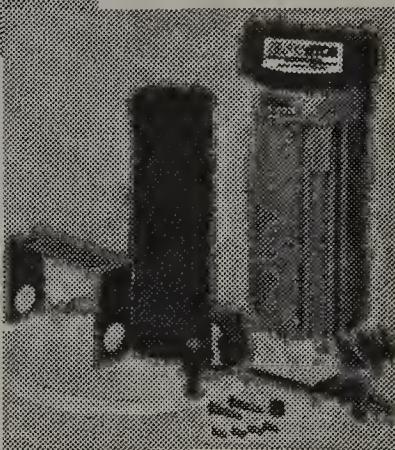
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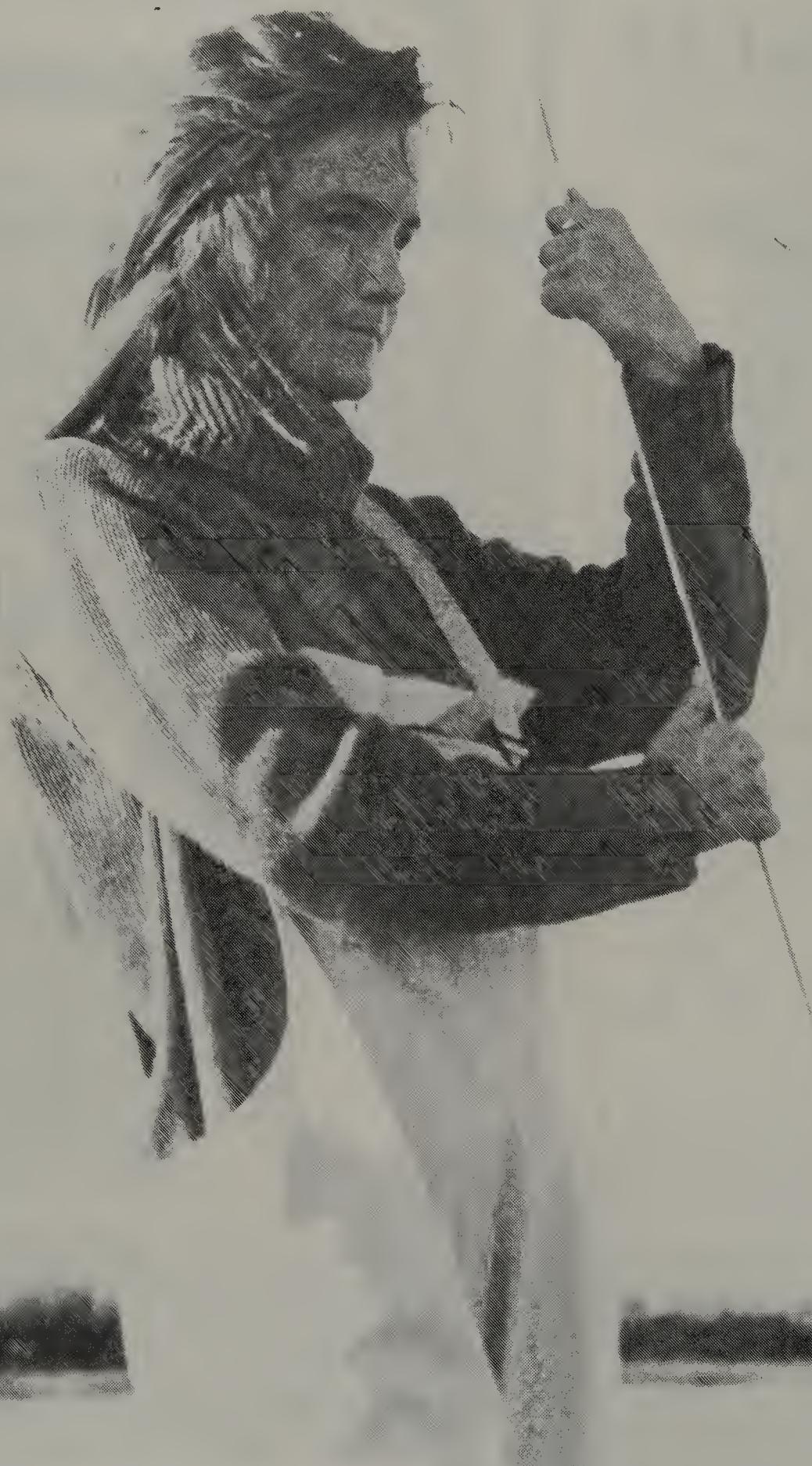
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What could be a better introduction to sailing than a wooden Folkboat in gusty bay winds? I began sailing this way, crewing for the skipper of Frolick US 91. As a woman on the boat I have felt frustrated, competitive, and proud. All three of these feelings have given me the confidence to continue on through the Folkboat season.

The first day sailing I was excited and very nervous. I had two weeks before I would be crewing in a race. This meant I had to learn the basics of sailing and the skills necessary for functioning as an efficient crew member. I wanted to be sure I was going to be a reliable crew during our first race.

When I was introduced to the crew I was surprised to find they were all men. I had expected at least one other woman to be crewing. I listened and watched intently so I would not miss any of the procedures. At home, I studiously labored over books of sailing terms, definitions, and rules. I had nightmares of falling overboard, getting seasick, and being too weak. I was worried that I would fall into the role of a weak and helpless woman.

The day came for me to prove that I was capable of skippering the boat. With a lump in my throat, I took the tiller in hand. I dreaded the moment one of the lifejackets would be thrown overboard for the "man overboard" drill. I began doubting my capability at performing the maneuver successfully. My worrying was broken by the cry, "Man overboard!"

I looked at the crew, and they were all looking at me. Suddenly I wanted to climb over the side and float away. I could not tell which way the wind was blowing, or which way to turn the tiller. I was at a loss for words; the sails were luffing and beating against the mast.

There I sat, the first chance to prove myself and I was failing. I felt worthless at the tiller as a skipper. I had fallen into the helpless role I had been trying to avoid. I heard one of the crew say, "Come on, you're the skipper. Pull yourself together!" That snapped me out of my self pity, and I began giving commands and brought the boat around for the rescue.

The men I crewed with were dedicated to sailing. Neil had lived by the ocean in New Zealand all his life and looked as if he had just stepped up from Neptune's sea world. Scott was eager and willing to learn. He was planning to sail to South America in two years. His salty humor proved to be an asset in trying moments. Our skipper, Jeff, was a patient teacher and gave us confidence in ourselves and Frolick. Jeff helped us discover the beauty of sailing and the importance of working as a team.

Our first race was an important event filled with hot competition. Half of the Folkboats on the bay would be out for the race, competing for a position in the San Francisco Cup. Only ten of the thirty boats would qualify to compete against the Europeans.

On the way from our berth in the Berkeley Marina to the starting line, I began reviewing my responsibilities — the most important of which was coordinating my maneuvers with those of my mates. I saw the crew operating on the same principle as a gearbox. If we were out of sync, our machine ran poorly. If we were synchronized, our machine ran beautifully.

We arrived on schedule, with a crowd of Folkboats resembling a school of avaricious sharks. The nervousness started to set in upon me. When the warning gun went off and I began working the jib sheets, the nervousness converted itself into a feeling of boundless energy. I was concentrating on adjusting the sails to perfection. I forgot we were in competition. It seemed only a short period before we were crossing the finish line. We had come in with the last ten boats, yet we felt satisfied that we had worked well as a crew.

It was not until our skipper was buying me a foul weather jacket, that I discovered I had been chosen as foredeck person. I was flattered that I had been selected, for I knew our skipper

relied on the foredeck person to make sure the whisker pole and jib were set just right. Neil felt that I did not have enough strength to work the whisker pole. He said he was more capable of performing this job because he was stronger. Jeff ignored this comment and set me up with the gear I would need to keep dry while out on the bow.

My first endeavor with the whisker pole went smoothly. I did not feel I was suffering from a lack of strength. What I found most helpful was my agility and confidence. I found these qualities to be applicable to many other facets of sailing.

During the race, I felt the intensity of pain, joy, and relief. It was like experiencing every human emotion in a day. Once over the finish line, I felt overwhelmingly relieved, I had made it through the race. The sail into the St. Francis harbor was always an effective way of relaxing the crew. We would dock our boat, and then head for the bar. Everyone in the bar had participated in the race, and it made me feel as though I were walking into a family reunion. I began appreciating these people as individuals, not strangers on other boats I had to conquer.

I found I was not competing with these people, I was competing more with my own ability to sail. I always worked to improve my skills so that I would do better than I had in previous races. This is what racing meant to me, knowing I had beat my previous capabilities. This is what winning was, knowing I had advanced in skill as a crew member.

There was one moment during one race where I questioned if the feeling of accomplishment was worth the effort. I was hiked out on the boat, laying down, half of my body hanging over the side. Suddenly I felt the boat tipping. We were tacking and I had been given no warning. I frantically tried to climb to the top of the cabin, but it was too late, I rolled off into the water. I quickly grabbed ahold of the cabin railing, and saved myself from floating away. I was angry that I had not been warned, exhausted from having to hang on to the rail, and fearful it would all reoccur. I rested my head on the edge of the boat, my clothes soaked, feeling sorry for myself. Why was I the one who had to hike out over the side? I weighed less than anyone else on the boat, and there I was, risking my life so we could have a better chance of winning the race. I tightened my grip on the rail and closed my eyes to sulk. I felt miserable.

When the race ended I decided the most important thing I learned was that I could always expect the unexpected. This lesson proved to be true a week later.

It was a calm Wednesday evening and we had just crossed the starting line. We had plenty of room, for the rest of the fleet was away from our side. We were close hauled, with three of us hiking out on the side. We had an extra crew member aboard that day, Dennis, and he was standing in the companionway. He spotted a white Folkboat a few boat lengths away, approaching on our port side. We all watched the boat continuing toward us, and all began yelling "Starboard!" We felt sure that the skipper of the approaching boat would turn.

The sound of wood splintering and cracking resounded. I watched Dennis drop down. Had he been hit? The bow of the boat had been going toward his head. Our cabin was unmercifully torn apart, its top and sides shattered.

Our skipper released the mainsail and the white Folkboat slid off Frolick. I looked about for Dennis. He had jumped out of the way of the bow just in time. It was a relief to know he had not been hit. But Frolick. There she was, the boat we had worked so closely with, in ruins!

This incident was the worst Folkboat racing accident on the bay this season. Some of the people in the fleet never expect us to race again. But those people are wrong. The desire to race has entered my veins and the veins of my mates. We will return, and will arrive with victory and courage in our hearts. - Thais Mazur

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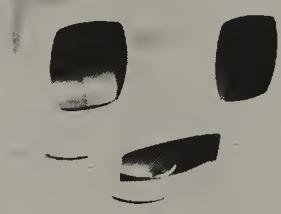
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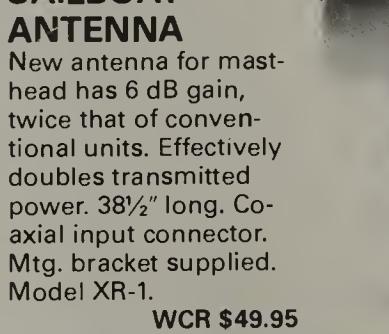
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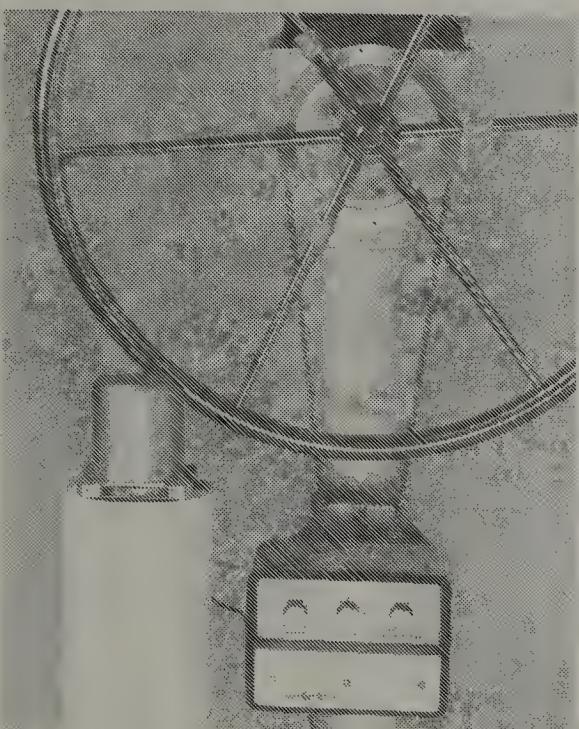


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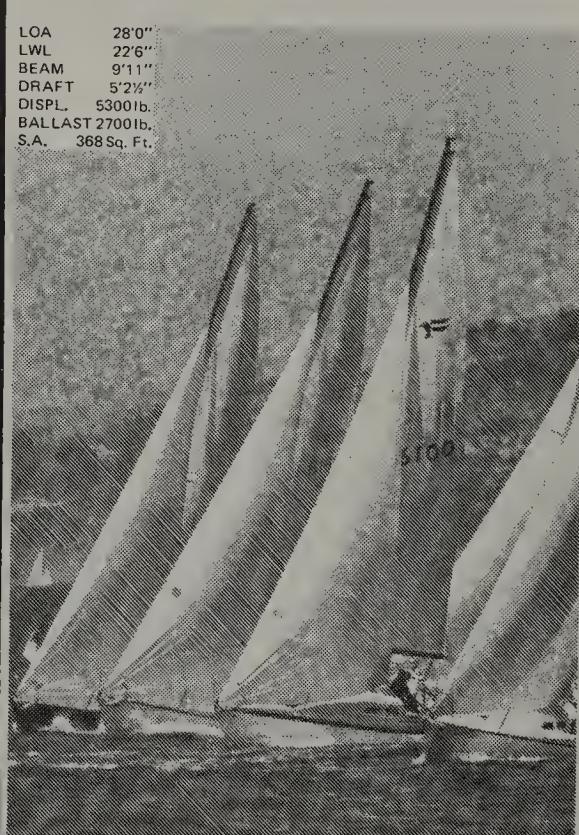
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MORA

At 20:38:44 on July 3rd, Kamala, a Ranger 29 skippered by John Acord, crossed the finish line in Morro Bay. Second, a full three hours later in the lightening winds, was Rocinante, a Yankee 30 skippered by Alex Malaccorto, followed by the remainder of the Midget Ocean Racing fleet. The 1977 MORA Long Distance Race was over.

Over the past dozen years that MORA has sponsored a long distance race, it has always finished south of Point Conception. The destination has changed — Newport Beach, Ensenada, Catalina, San Diego — but it has remained the “longest midget ocean race in the world.”

MORA (Midget Ocean Racing Association of Northern California) came into being in its present form in 1965. The following year was the first long distance race to Newport Beach. Of the 23 boats which started, two were dismasted before they reached the Golden Gate bridge (both were “guest” trimarans) and three others withdrew along the course. The first overall was Wayne Kochner’s Sally Lightfoot, a Cal 28 which completed the course in 4 days 15 hours. The last two boats to finish — Nimbus, a Cal 20 and Wild Side, an Islander 24 — arrived in Newport on the 7th day.

The winner of the race, and each long distance race since, has been awarded the Bernard Gilboy Trophy donated by Johnson & Joseph Company. If you do not know who Bernard Gilboy was . . . he was the first man to singlehand a 19 foot sloop with a 6'6" beam from San Francisco to Australia. The MORA historian describes Gilboy’s finish:

“After broaching to and capsizing in mid-ocean with the loss of his mainmast, mainsail, compass and watch, after a swordfish pierced his hull and he lost his rudder, 162 days out from San Francisco, Bernard Gilboy was picked up exhausted and starving off Queensland, Australia, having sailed nearly seven thousand miles without touching land. The man to who the ‘sea had a peculiar charm’ when he sailed out the Golden Gate August 18, 1882, and who was reduced to eating sea birds and finally barnacles, when asked by the master of the schooner who picked him up what he would like, replied, ‘some hardtack and molasses’.”

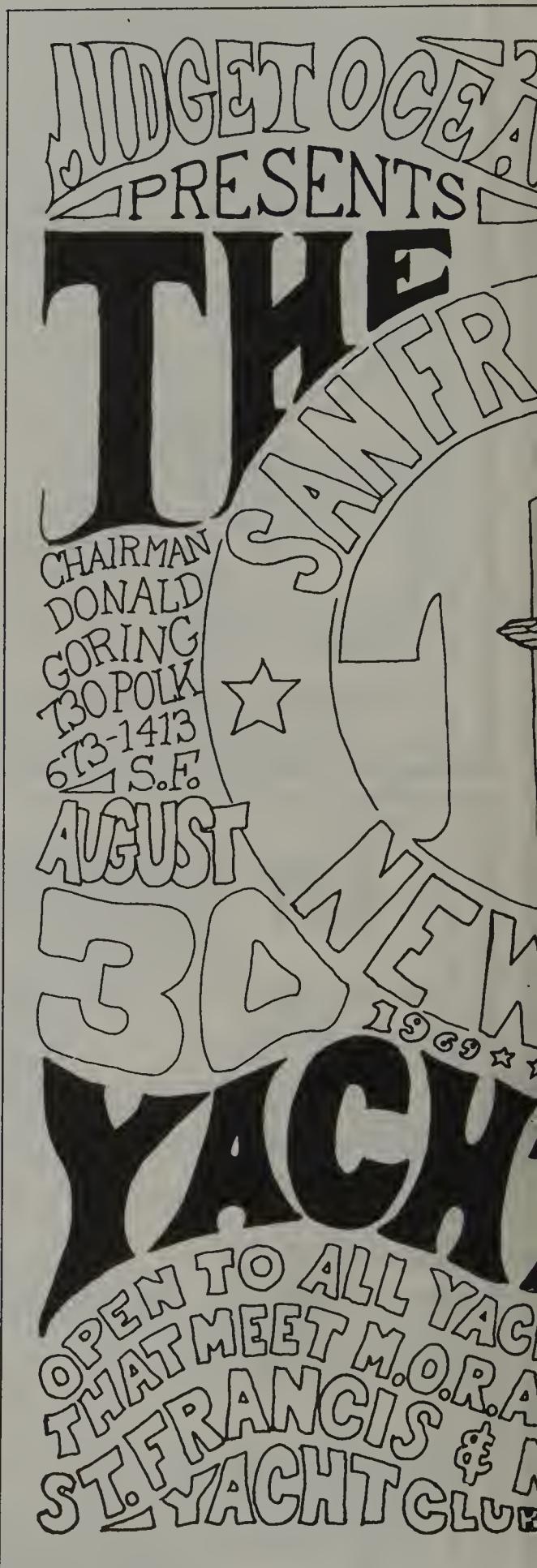
The second year MORA raced to Newport for the Bernard Gilboy Trophy, the same Cal 28, renamed Cumulus, won the race skippered by Art Biehl. In 1968, the race was a bit rougher, but much faster. Of the 14 starters, the winner on corrected time was Sopwith Camel, a Cal 20, but that doesn’t describe the race. Bill Clute’s report fills in the details. Lure (Coronado 25.) Wally Evans lost his mast at the start, borrowed one from a boat belonging to a friend and started two hours later. The ironic part was that it turned out that the mast was taken from the wrong boat!”

“The only rough spot was Conception. Cumulus lost her tiller and rigged up a substitute with hose clamps, vice grips, and plenty of suggestions.”

“Jema II broke her boom — to many this would have been enough, but not to the Corledds. They sawed the bent part off, drilled and tapped new fittings on and finished the race with a beautiful half boom.”

“Poor Jema II — a water leak caused her to lose her dehydrated steaks, meat dinners, etc., but Kirt Brooks on Rastus assisted (they had two way radios) describing in detail what the cuisine aboard Rastus would be every evening.

In 1969 the race started as a drifter — then south of Conception the wind filled in for a wild ride and dropped at the finish. That must have finished off the Newport Race, for at the



The posters for the races down the “whale’s highway” were often nearly as memorable as the races themselves. If you’re not familiar with MORA, this

LONG DISTANCE RACE



poster from the 1969 Long Distance Race presents an accurate rendition of the prevailing spirit.

fall meeting "Don Goring made an impassioned speech for the acceptance of an Ensenada Race for 1970. This would replace the Newport Race. A motion to adopt the Ensenada Race for 1970 was passed."

Promotion for the 1970 race enticed 22 skippers to race to Ensenada. "Forget the fog, the Farallons, the broaching, and cold green seas; start your sheets and go like the hammers of hell for the blue water 40 miles offshore. Third day out it's Sunshine, stars at night, warm gentle winds, and thoughts of Old Romantic Mexico."

The 1970 race was a 4 day, downhill slide so it was decided to repeat it in 1971. This time, Hal Palmer in his Excaliber 26, Idyll, won first overall on a corrected time basis.

The destination in 1972 for the longest midget ocean race in the world returned State-side with the San Diego Yacht Club putting on a most cordial welcome. Because of the popularity of this race and the friendliness of the San Diego Yacht Club, the long distance race finished there for the next three years. Then in 1975 Race Committee Chairman Bob Hunter proposed, and it was agreed, to return to Ensenada. A floating match at the finish put Red Fox, a Ranger 23, into a corrected first with only 8 of the 11 starters finishing.

A few inconveniences in Ensenada and the necessity of returning at least to San Diego to get boats trailered back to the bay area brought the decision to return to a State-side finish for 1976. Cat Harbor on the back of the isthmus of Catalina, where the California Yacht Club maintains minimal facilities for members and guests, was chosen for the finish. It was a fun race — the year of the Santa Cruz 27's — with Charles Gautier skippering Le Sunset to first overall. But, after the race several skippers suggested redesigning the race with an upwind leg as an equalizer and the finish north of Pt. Conception to make returning to the bay easier; The course for this year's race was adopted at the fall general meeting and included Chimney Rock Bouy and the Southeast Farallons as marks before the finish line in Morro Bay.

Morro Bay threw a tremendous welcome for the MORA skippers and would like to make this an annual race. But whether MORA decides to stay north of Conception next year or return to a destination in southern California won't be decided until this fall's meeting.

Whichever destination is chosen, the longest ocean race for midgets will remain popular for skippers of boats under 31' LOA. The fun (headaches) of the race were best described by Frank Deitrich in 1971:

"The schedule includes four months of preparation, such as recruiting crew members, scrounging self-inflating life rafts, pyrotechnic flares, etc., menu planning, locating cradles for the trip home, making hotel reservations for family and welcoming committees, attending seminars and the final going away cocktail party and assuring employers that you will be back in a few days. THEN four to five days of relative peace and quiet, — racing to Ensenada. Arrive Ensenada and resume frantic effort to find the motel, the welcoming committee, and the local liquor store, the man to repair the generator and spare parts thereto, the many officials listed on the forms and a telephone. Off to Estado Unidos, find the harbor to haul out, the crew member to help take down the mast... the airline desk, the baggage, and at last, home! The name of the local finance company to cover those little unexpected bills. But, ---- IT WAS A GREAT RACE. LET'S GO AGAIN!!!!"

- Kitty James

BALLENA BAY

"If they don't have it at Ballena Bay, you don't need it!"

A very hospitable place to visit is Ballena Bay, located on the bay side of Alameda, just east of the Naval Air Station harbor.

George Hagerman, the amiable Harbor Master, loves visitors. There is room on the guest dock for upwards of twenty boats, plus individual berthing is available. We managed to squeeze 27 boats in a tight raft the weekend we were there and George beamed at the feat! Inevitably, just as we all got situated, a couple of the guys furthest inside mumbled something about wanting to leave early in the morning. With twenty-seven skippers performing precision maneuvers, we did manage to let them out.

Ballena Bay is a private harbor with modern, concrete docks built eight years ago by the California Financial Corporation. You needn't be a yacht club affiliate to tie up there.

The gas dock offers complete service including gasoline and diesel fuel, waste pumpout, and ice. Dockside power requires a 30 amp 120 volt 3-prong plug.

Ashore there is a five ton hoist, a marine supply store, a small though well stocked liquor and grocery store, assorted other nautically oriented businesses, and nice clean restrooms with showers requiring a key from the Harbor Master.



After soaking up the sun and surveying the sailing scene for a few hours, I rushed anxiously to the shower room, stripped spontaneously, and sprung into an empty shower. To my bare naked chagrin, it was headless and plugged, a water conservation measure. There is, however, one remaining operable shower and there are unlocked public restrooms behind the unmarked blue door next to the liquor store.

The harbor is well sheltered by

apartments and office buildings and there's plenty of space for walking, bike riding, or exercising your dog. In the sand playground next to the restaurant there are swings, climbing equipment, and an old wooden boat where the youngsters happily played pirate for hours. The rest of their time was mostly spent rowing their rubber raft up and down the channels.

The Whale's Tail Restaurant is adjacent to the guest dock offering good,



MINI-CRUISE



reasonably priced seafood and steaks, and a cozy bar. They are open seven days a week for breakfast, lunch, and dinner, and they cater to yachtmen. Owners are Jim and CeCe Bonavich who race the Yankee 38 "CeCe Bon" and live aboard the picturesque Chinese junk tied up near the guest dock. Dining at The Whale's Tail exempts you from the \$3.50 overnight fee usually charged. (There is no fee for large, organized groups.)

A two-story white building near the

point was once the home of Ballena Bay Yacht Club. Recently it became a French restaurant and we are told they frown on sailing attire, but the food is reportedly good with early reservations advised.

The eighty member Ballena Bay Yacht Club has moved into smaller quarters in the complex near the store. Their new facilities include a lounge area, kitchen, and bar, and they welcome guests from other yacht clubs.

Our position near the gas pumps proved

entertaining and enlightening as we watched the power boats fill up. We were thankful not to have to foot the bill for the 200 gallons one houseboat gulped! Conversely, two wet suited occupants of Yamaha jet skis zipped in for their conservative tea-cup full.

Another ebullient fellow boasted that his speed boat had once "made it from Sausalito to Berkeley in 40 minutes." When I asked "Why would you want to do that?" he simply shook his head and rolled his eyes incredulously. My husband privately admonished me for being a sailboat brat.

There is apparently good fishing from the breakwater supporting the harbor, and an attractive sand beach visible from Ballena Bay that could probably be reached by a dingy with an outboard, or by very energetic rowing.

Ballena Bay is so pleasantly sheltered that we sat around until mid-afternoon Sunday "waiting for the wind to come up." We weren't quite prepared for the 25-30 knot gusts that greeted us as we finally ventured out and through "the slot" near Treasure Island.

If you wish to make advance arrangements for a visit to Ballena Bay, call George at 523-5528. He also monitors channel 16 whenever he's in the office.

When approaching or leaving Ballena Bay, you must be wary of shallow areas so check your chart.

- Sue Rowley



EXPOSED

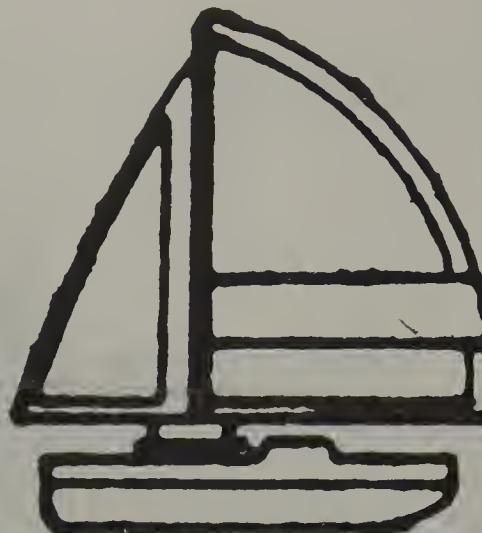
Yacht design as carried on at present is rather like making love to a woman. The approach is completely empirical. At the end, the male, even though he might have been successful, usually has no idea of just how and why he succeeded. - E.J. Richards, Univ. of Southampton

E.J. may have a good point about successful yacht designs being mostly empirical, but what about bad designs? What about bad construction? Latitude 38 believes that some bad designs and construction techniques can be identified on an a priori basis.

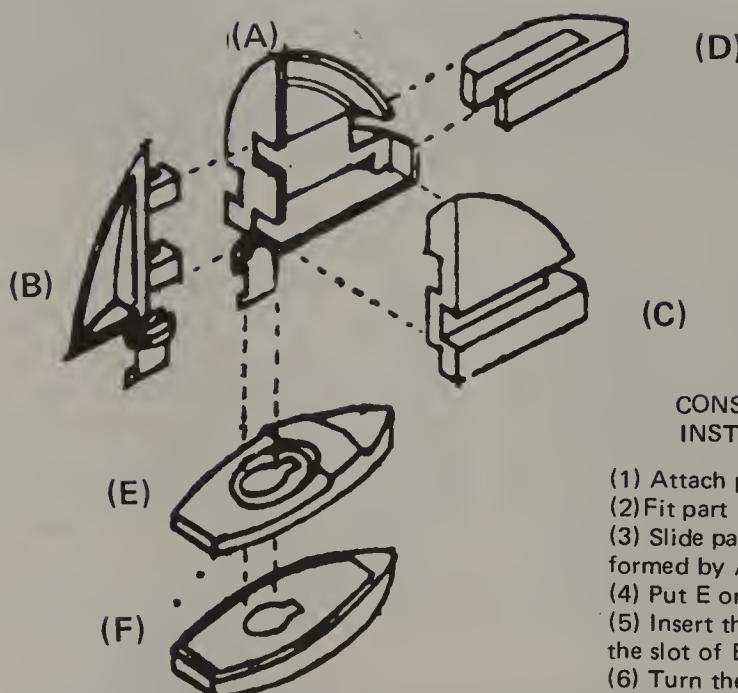
We think the LANI BEAR 43, by TRANNER MARINE, is a good example. While the design employs some interesting concepts on yacht construction, we must ask, will they work? For example, a mast stepped not on deck or the keel, but the boom? Hull lines that are very similar to a Ford Ranchero? Maybe these are design breakthroughs, but we have always been cautious and wouldn't want to recommend something foolish.

The construction schematic printed on this page looks simple, probably keeping the initial cost of the boat low. There are fewer parts to the LANI BEAR to go wrong, but when and if they do, it may spell disaster.

We've been wrong about designs before, and we may be wrong about LANI BEAR, but please, study her carefully before purchasing one.



Lani Bear 43



CONSTRUCTION INSTRUCTIONS

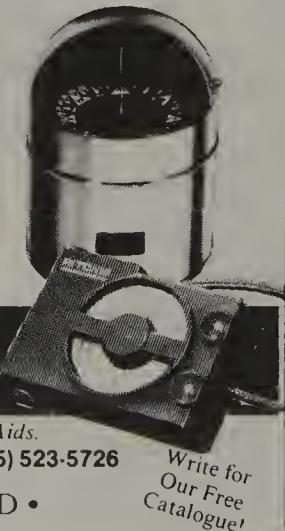
- (1) Attach part B onto part A
- (2) Fit part C into A
- (3) Slide part D into the trench formed by A and C
- (4) Put E on F
- (5) Insert the ind of A and B into the slot of E and F
- (6) Turn the upper part clockwise to shut the keyhole
- (7) Launch and go sailing!

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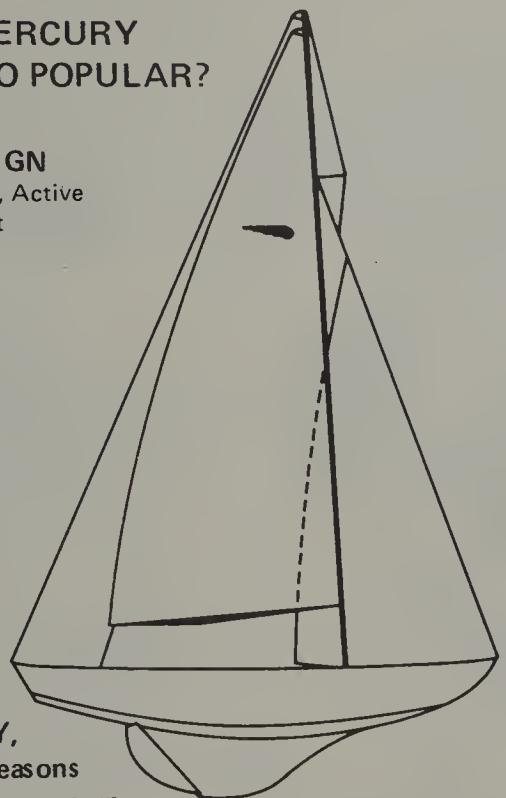
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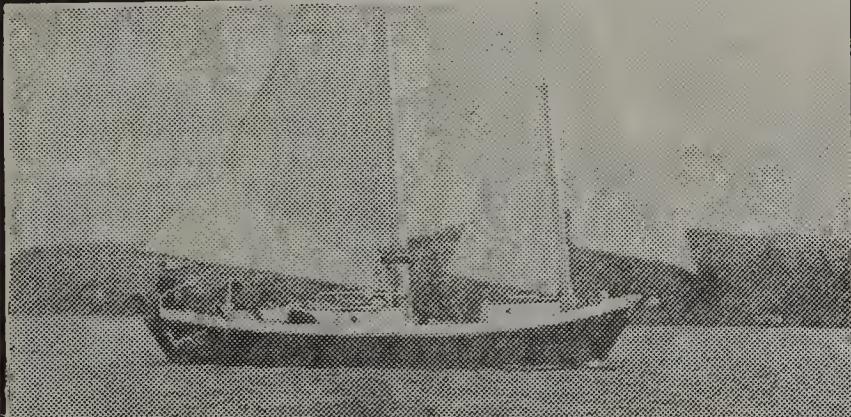
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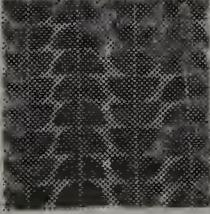
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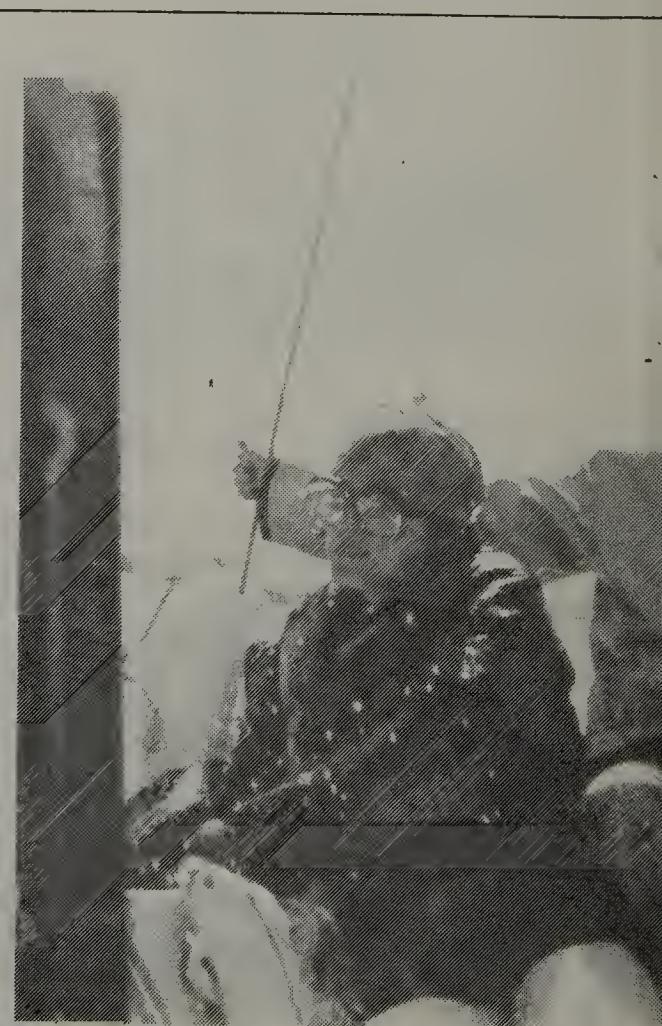
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SOME FUN

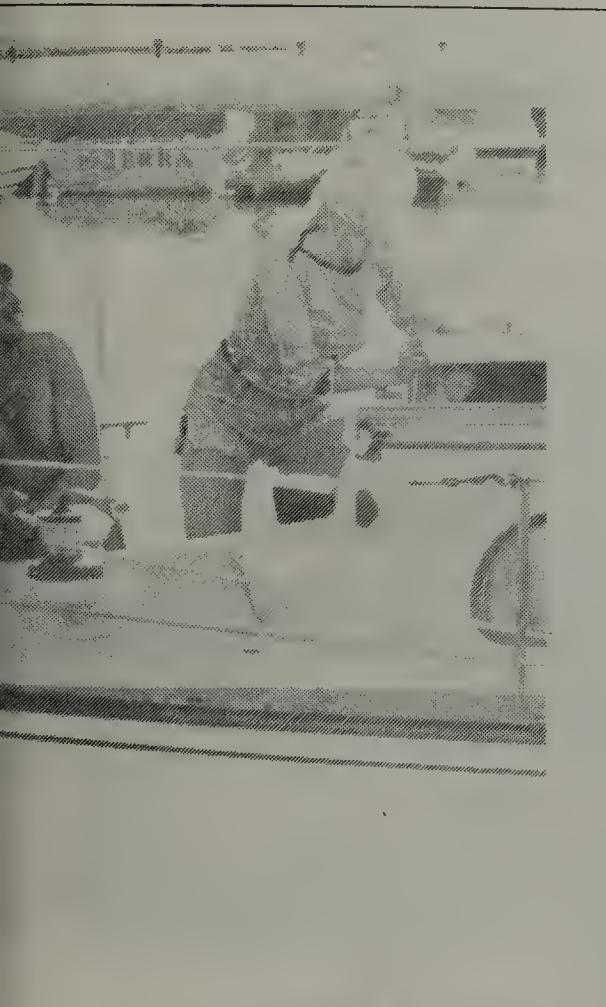


For many sailors the 4th of July means a restful midnight run up the delta for a few quiet days of hedonism. Sure you're bushed, you've put in 40 hours at work and another 40 hours getting the boat ready, but it's all downhill. Yeah, the buddy who said he'd meet you at the Richmond Bridge was an hour late, but you'll forgive him — you were two hours late.

A good breeze behind you on a dry night make it all worthwhile until your steering breaks a hundred yards to weather of an oil pier. Despite the panic you manage to find the anchor and set it before you've made floatsam of your newly painted hull. So what if you're petered out ripping the wheel apart and installing the emergency tiller; you've got a good tale for your buddy who should be anchored at the cut a few more miles up the river.



IN THE SUN



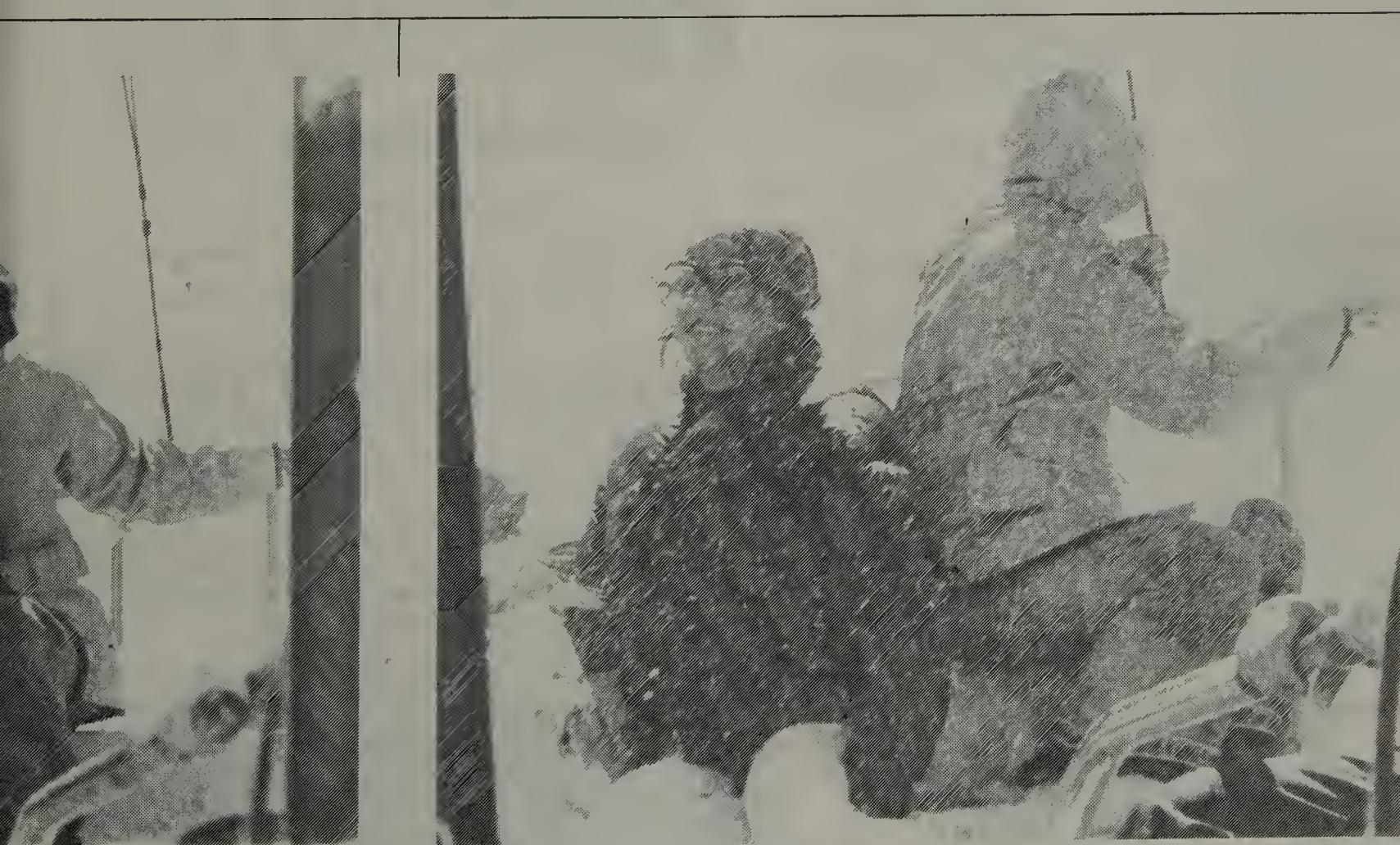
He's there, right where he said he would be, and thank God. Now you have managed to wrap your anchor line in both your prop and your rudder, and you are rapidly and helplessly drifting down the cut. Of all the boats to smack into at 0400, there couldn't be a better one than your buddy's. Every now and then you manage to win some. Imagine, sailing for almost 8 hours and not one insurance claim yet.

The next day is better, you're getting into the swing of things. A minor cabin fire is cool, a heated argument over the "woman's question" is fueled by alcohol, but its o.k. Unfortunately, both you and your buddy have clean bottoms and that necessitates a rabid race up the river, playing bumper cars with your floating life savings. A week in a rest home would be in order.

Sunday is a day of rest; with swimming, drinking, a barbecue, and a 'bear' of a birthday party.

Monday the party is over (Sunday went so quick), and that means getting home and getting wet: it's blowing hard against the ebb in middle ground. 12 hours after leaving the river you're back in your berth, desperately trying to convince each other how much fun it was surviving another sailing vacation.

It really was. We hope your 4th was as pleasant as ours.



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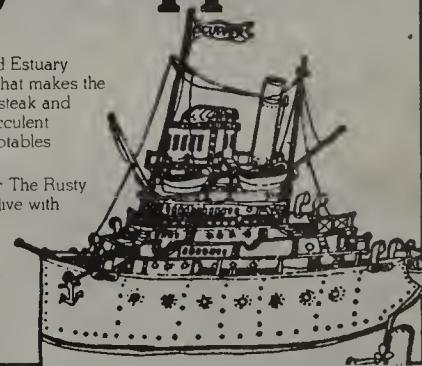
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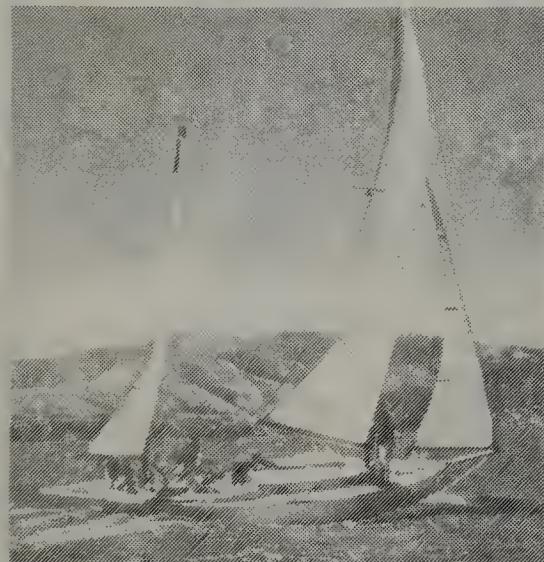
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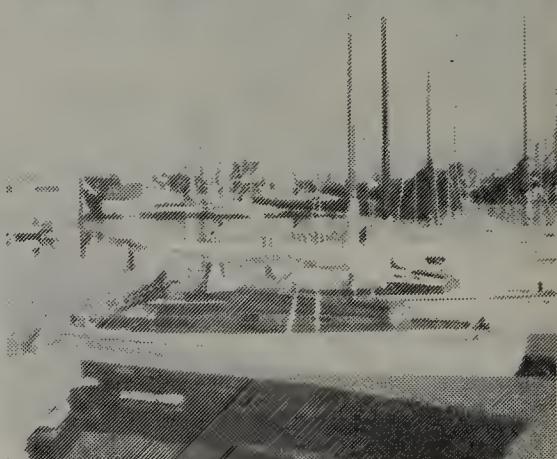
This new fiberglass version of the famous 1937 Nunes design features balsa core construction, positive floatation, aluminum spars, and a self-bailing cockpit. This remarkable 18' full keel boat was designed especially for San Francisco Bay. \$3,400, less sails and trailer.



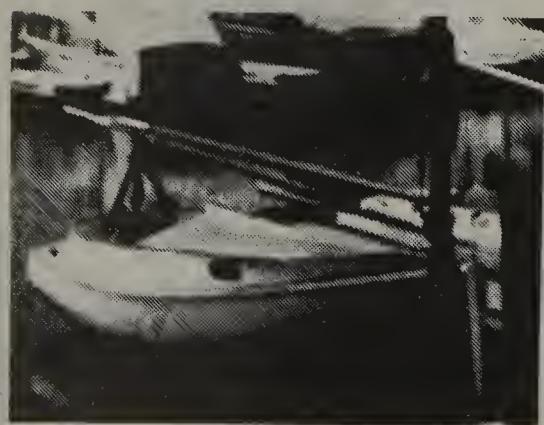
"TILLICUM", faithful friend of the same owner for 35 years is now for sale. Phil Rhodes design with marconi rig designed by Myron Spalding. 36' O.D. \$29,500.



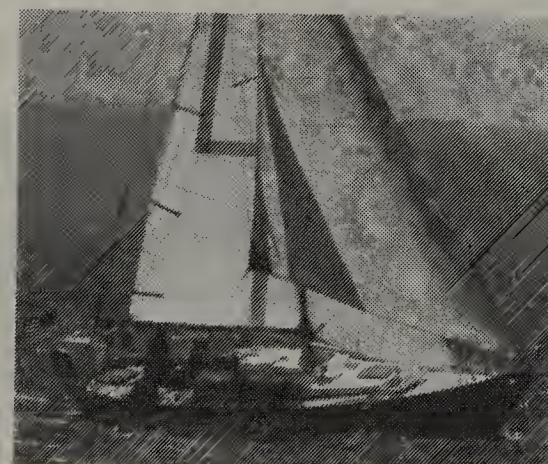
RHODES designed 41' fiberglass cutter. The coach roof reflects the classic touch of Kettenberg. \$43,500.



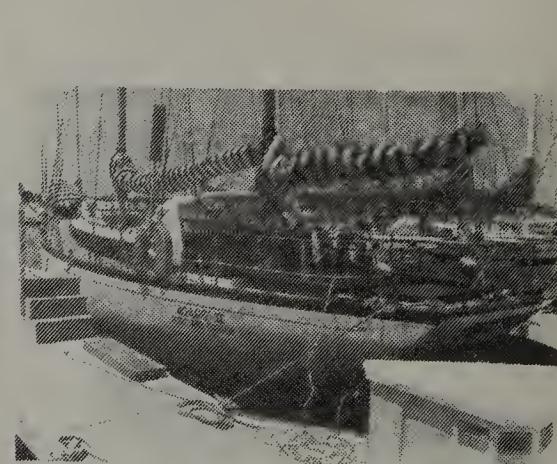
20' BAY LADY. This boat shows the care of several proud owners. A fast pocket cruiser for only \$4,400.



"CAT MARIE" 18' Cape Cod Cat designed by Alden, built by Seabrook Marine in 1957. Owner buying larger classic wood boat. \$6,300.



37' STEEL CUTTER. This fine boat represents the finest thinking in design and construction for a long range cruising boat. Much gear including nine sails and diesel engine. \$45,000.

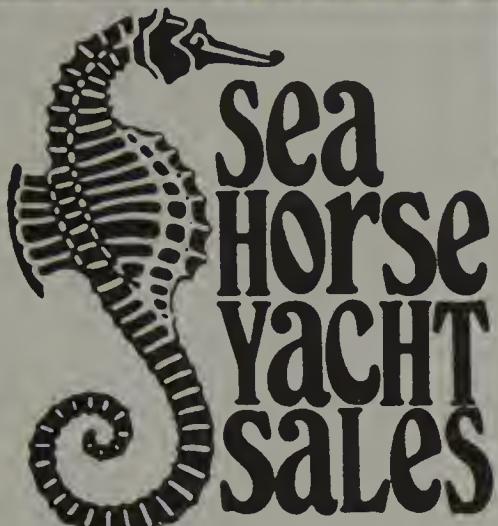


CHEOY LEE OFFSHORE 47'. Loaded with gear and ready to go cruising in style now! \$110,000.

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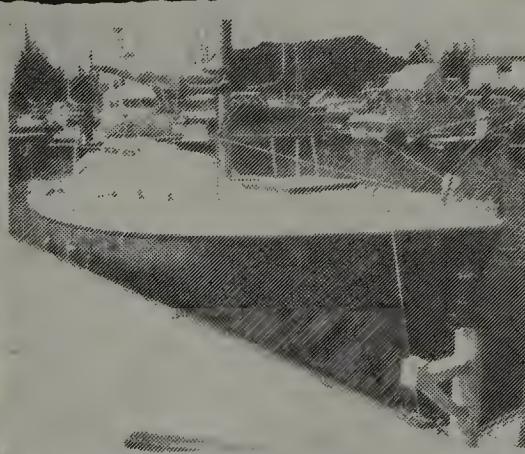
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CHEOY LEE OFFSHORE 40 sloop, 1967. For the sailor that likes traditional lines and lots of beautiful teak, with the low maintenance of a glass hull. Tri-cabin w/shower, 2 heads, VHF, RDF, DF, wind speed indicator, sumlog, 4 sails, 68 HP Volvo diesel. Much more equipment, and she is well maintained. Try \$60,400.



CORONADO 35. A very nice aft cabin boat. She's well-equipped and in good condition. \$31,000.



COLUMBIA 26. Very good condition, inboard engine, completely rebuilt this month.

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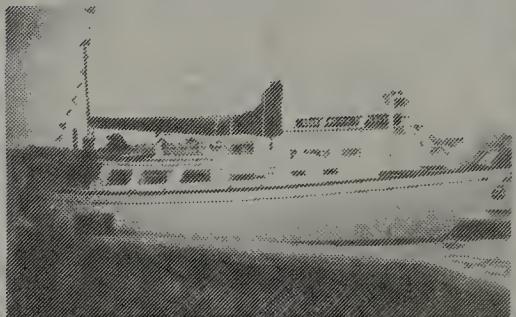
We have buyers
We need good used boat listings.

SELECTED LISTINGS

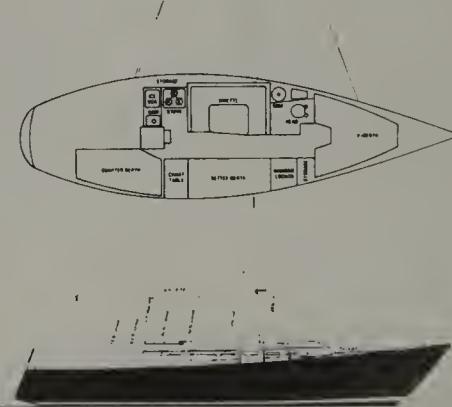
44' COUNTESS	1966	85,000
40' GEARY CUTTER	1941	69,500
36' PALMER JOHNSON	1974	65,000
34' SEA SPIRIT KETCH		41,000
27' SANTA CRUZ "Le Sunset"		18,250
27' CATALINA	1973	18,000
25' FOLKBOAT	1956	8,990
24' CUSTOM RACE SLOOP		12,000
24' BUCCANEER	1974	8,600
22' CATALINA	1971	5,950
21' BUCCANEER	1975	6,600
21' TREASURE ISLAND	1956	2,800
20' SANTANA "Hookah" w/trl.		8,500



Broker, Bob Shaw



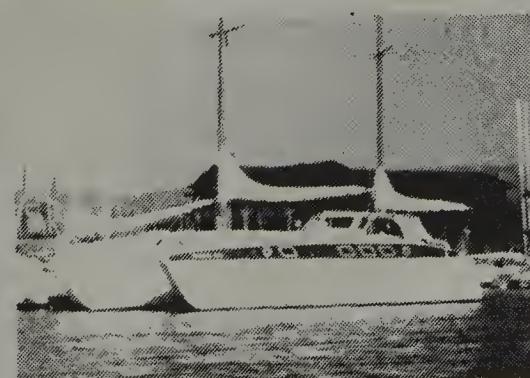
CHALLENGER 40 Sloop, 1974. The nicest Challenger in the area. Great live-aboard layout w/owners stateroom, shower, diesel, VHF, DF, double refrig., Honda aux. gen., 110 gal. fuel, 210 gal. water — much more! \$63,500.



RANGER 33, 1976. Quality throughout — well equipped, including Lectra-San. \$38,000.



COLUMBIA 28 sloop, 1967. It is a pleasure to offer a clean well-equipped boat such as this. She comes with a 30 HP Atomic 4 inboard, 4 sails, DF, 4 winches, clock, spinnaker gear, cockpit cushions, plus much more. She has a nice galley with dinette and sleeps 6. Try \$16,500.



45' HORSTMAN TRI, 1975. Absolutely fully found, great cruise/charter boat. 4 staterooms w/double berths plus owner's aft cabin. Large refrig. & freezer, tub-shower, 15 pages of inventory. \$85,000.

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Sampson	15c	20c	27c	33c	45c		

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BENMAR	555 A RDF	238
GEMTRONICS	GT 25	319
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1 Electric Outboard with Battery	40
1 Hamilton Deckwatch sans gimbals	150
1 Airguide Sailboat Compass	27.50
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